The
CHEMIST AND DRUGGIST
for RETAILER - WHOLESALER - MANUFACTURER

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OCTOBER 30, 1937

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NORTH BRITISH

HOT WATER BOTTLES

SUPER

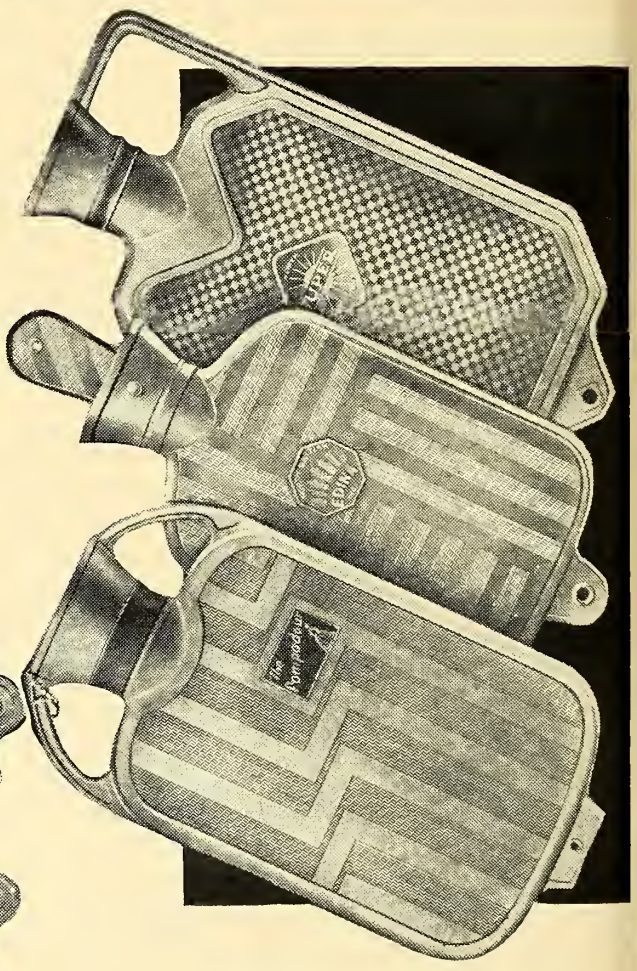
A strong bottle obtainable in Blue, Green or Cherry. Packed in transparent envelope.
Retail Price - **3/11** each Trade Price - **2/6** each
On the P.A.T.A. List

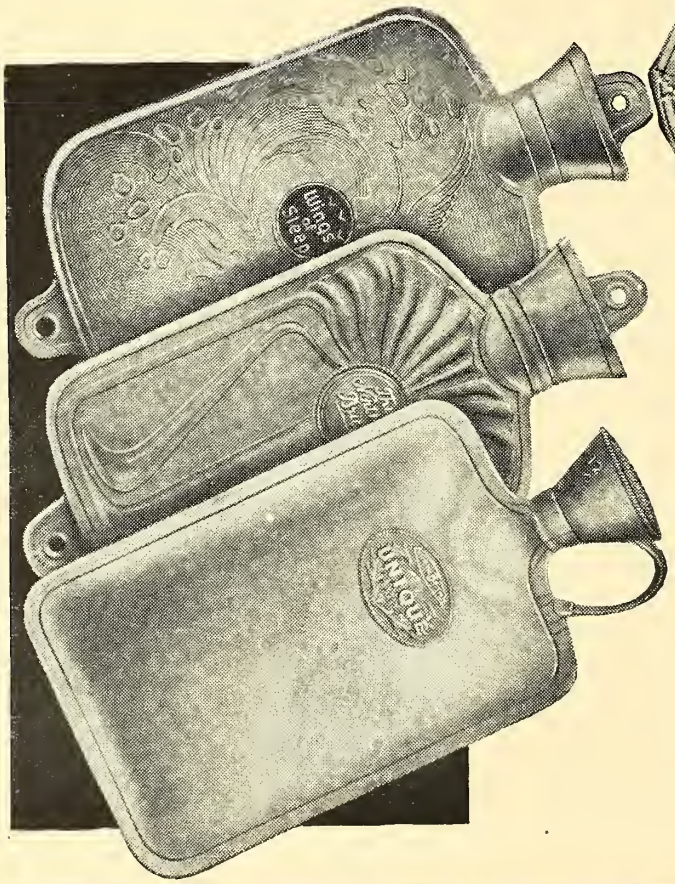
EDINA

The extension on the filler acts as a handle when filling or when buttoned over as a protection to the feet. Obtainable in Blue, Green or Cherry. In transparent envelope.
Retail Price - **2/11** each Trade price - **1/11¼** each
On the P.A.T.A. List

POMPADOUR

A new de luxe bottle, obtainable in Blue, Green or Red. Packed singly in decorated box.
Retail Price - **4/11** each Trade Price - **3/4** each
On the P.A.T.A. List





WINGS OF SLEEP

A popular bottle, obtainable in Blue, Green or Cherry. Packed in transparent envelope. With or without handle.

'FERN' Pattern

Supplied only to Chemists

UNIQUE

A fabric bottle with the greatest reputation in the world for real wear. In Drab or Red. Packed in envelope.

Size	Retail	Trade	Size	Retail	Trade
6 x 10	**4/11**	**3/3**	8 x 12	**5/11**	**3/11½**
8 x 10	**5/6**	**3/8**	10 x 12	**6/11**	**4/7½**

On the P.A.T.A. List

MADE IN EDINBURGH BY THE NORTH BRITISH RUBBER CO LTD

A "tonic breakfast" suggestion

HAVE A TONIC BREAKFAST TOMORROW!

FAREX

Sustaining CEREAL FOOD

Ready to Serve

THE HYGIENIC WRAPPING PRESERVES FRESHNESS

INTRODUCTORY SIZE 1/- POURER CARTON

FAMILY SIZE 1/9 POURER CARTON

This is not just a way of making an extra shilling or so here and there (though they do mount up to be sure), but of passing on a recommendation which customers will appreciate.

Doctors are telling us how valuable Farex Cereal Food is proving as a "tonic breakfast" to restore health and create vigour. That gave us the idea for *you* . . . to have a carton of Farex handy on your counter . . . to suggest the need for "tonic breakfasts" to your customers, just as these doctors are doing for their patients.

NEARLY HALF YOUR PRESENT CUSTOMERS ARE FAREX PROSPECTS

Farex is not a substitute for your present food lines. It breaks new ground. Over 40% of your customers are potential users of this appetising, ready-cooked, mineral-vitamin-cereal food. Farex is already swelling the turnover of stockists who remember that it is :—

1. The first *scientific* weaning food.
2. An unusually strengthening food in convalescence.
3. A "tonic" breakfast cereal rich in iron, calcium, vitamins.

UNTIL NOVEMBER 15th ONLY:—

special bonus parcels

There are 6 booklets of weaning advice, 6 general booklets (with recipes), and 6 FREE SAMPLES in each Bonus Parcel.

The new Showcard, illustrated above, will help your sales of this Ready-to-serve Cereal Food which so well repays recommendation.

PARCEL No 4 COST 28/- *Profit* 14/-	20 × 1 lb. cartons at 1/9 each less 20%	28/-
	4 × 1 lb. cartons FREE	—
	6 SAMPLES FREE...	—
	The above sells for ...	42/-
	YOUR PROFIT	14/-
PARCEL No 5 COST 22/- *Profit* 11/-	10 × 1 lb. cartons at 1/9 each less 20%	14/-
	2 × 1 lb. cartons FREE	—
	10 × ½ lb. cartons at 1/- each less 20%	8/-
	2 × ½ lb. cartons FREE	—
	6 SAMPLES FREE	—
	The above sells for ...	33/-
	YOUR PROFIT	11/-
PARCEL No 6 COST 24/- *Profit* 12/-	30 × ½ lb. cartons at 1/- each less 20%	24/-
	6 × ½ lb. cartons FREE	—
	6 SAMPLES FREE...	—
	The above sells for ...	36/-
	YOUR PROFIT	12/-

None of the above available in Irish Free State

FAREX

THE *Reinforced* CEREAL FOOD

IN POURER CARTONS 1/- AND 1/9 (DOUBLE QUANTITY)

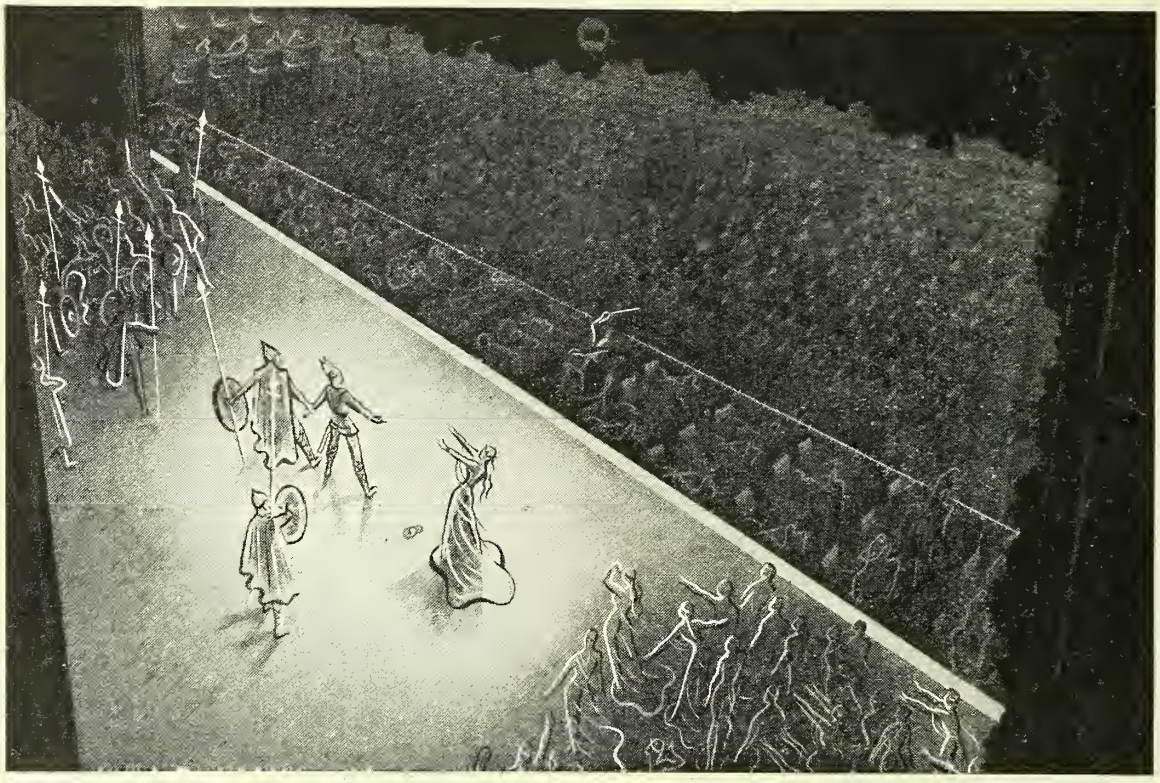
GLAXO LABORATORIES LTD., GREENFORD, MIDDLESEX. BYRon 3434

G.L. 280

A A

When the B.B.C. broadcasts

GRAND OPERA



—is it helping YOU as a chemist ?

It will be, if the lines you stock are advertised in the 'Radio Times'

Comedians...famous dance bands ...broadcasts from the ringside of World Championships . . . 3,000,000 families turn the pages of the 'Radio Times' during the week, looking up these interesting items. And they see certain lines advertised. *But are they the lines you are stocking?*

Next time the traveller calls, ask him "Is your line advertised regularly in the 'Radio Times'?" If it isn't then you are not getting the best possible support from advertising.

. . .

Full information from the Advertisement Director, B.B.C. Publications, 35 Marylebone High St., London, W.1.

TELL THE TRAVELLERS YOU WANT THE

RADIO TIMES

MEMBERS OF THE AUDIT BUREAU OF CIRCULATIONS

GUARANTEED AVERAGE WEEKLY NET SALES FOR 1938 3,000,000

THE 'RADIO TIMES' LIST FOR YOUR TRADE

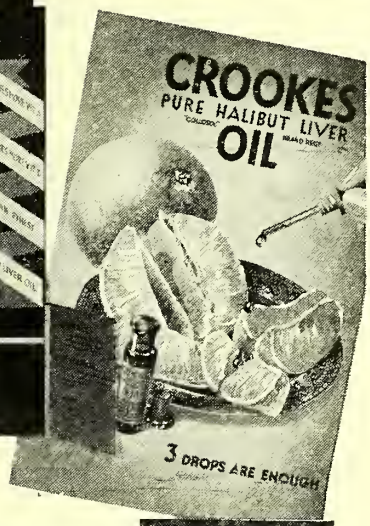
The following products are regularly advertised in the 'Radio Times' and are therefore assured of a steady demand. The second part of this list will appear in the next 'Radio Times' advertisement published in this journal.

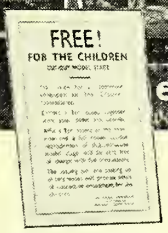
Allenbury's Diet
Allenbury's Pastilles
Angier's Emulsion
Allcock's Porous Plasters
Bob Martin's Condition Powders
Bourn-vita
Bisurated Magnesia
Braggs' Charcoal
Beechams
Bemax
California Syrup of Figs
Clcfa
Crookes'Halibut Liver Oil
Carter's Little Liver Pills
Calvert's Tooth Powder
Calvert's Dento
Cromessol Disinfectant Perfumes
Cachets Faivre
Dettol
Do-Do Asthma Tablets
Drene Shampoo
Dr. Wernet's Powder
Decker's Bay Rum
Erasmic Shaving Stick
Famel Syrup
Feen-a-mint
Fynnon Salt
Fennings' Powders

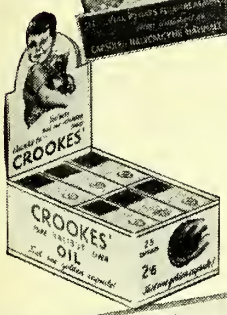
DISPLAY MATERIAL

in support of

INCREASED NATIONAL ADVERTISING







Attractive and sales-compelling Showcards, comprehensive National advertising, and generous Bonus Terms make Crookes' Halibut Liver Oil the outstanding line for the ensuing season.

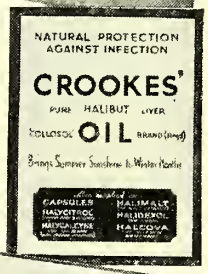
C. F. and P. A. T. A.

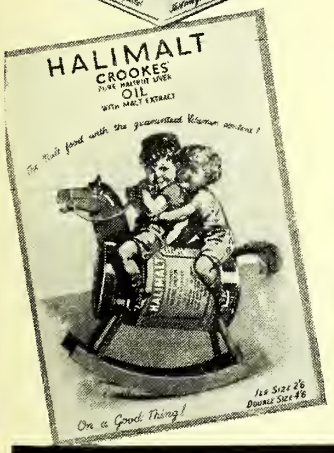
CROOKES'

PURE HALIBUT LIVER

COLLOSOL **OIL** BRAND *(Regd.)*

WRITE FOR FULL PARTICULARS NOW





THE CROOKES LABORATORIES *(British Colloids Ltd.,)* **Park Royal, London, N.W.10**

T.G.S.

Why you should stock and display Houbigant Perfumery:

1° Profit *is the most generous in the High Class Toilet Trade...*

2° Quality *made exclusively in Paris, No substitutes. All perfumes prepared with highest grade spirit.*

3° Prestige *An Aristocrat in the Trade, HOUBIGANT gives tone to any establishment...*

4° Safety *To recommend HOUBIGANT PREPARATIONS is so safe; their popularity has lasted for more than 160 years...*

HOUBIGANT Preparations are obtainable from your usual Wholesaler or direct from

PARFUMERIE HOUBIGANT
19, RUE DU FAUBOURG ST-HONORÉ, PARIS

THE PERFUMERY MARKETING C°
Princes House
190, PICCADILLY, LONDON
will be pleased to reply to any enquiry.

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QUALITY
SERVICE
EFFICIENCY

The House for DRUGS, GALENICALS, SURGICAL INSTRUMENTS, PATENTS and SUNDRIES

We invite your patronage . . .

HOUGH, HOSEASON & Co. LTD
Head Office & Showrooms: BRIDGE STREET, MANCHESTER, 3
'Phone: DEANSGATE 4744 - 'Grams: SALICYLATE, MANCHESTER

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AN ATTRACTIVE OFFER

This high class display stand, of black polished galalith, free with two dozen brushes of outstanding values

8 pieces each :—

The "STRAND." Bristle and Hair in nonsplit celluloid handle, retailing 1/6.

The "SAVILLE." White hog bristle in solid nonsplit handle, retailing 2/6.

The "BURLINGTON." Badger and Hair in solid nonsplit handle, retailing 4/-.

Each brush attractively cartoned and boxed.

THE COMPLETE PARCEL FOR 42/-

THROUGH WHOLESALE HOUSES ONLY

The Vulfix Shaving Brush Co. Ltd., Progress Works, STOCKPORT

PINAUD'S 'Big Push!'

New Products · New Publicity · New Profits!

HELPS FOR DEALERS

Are *you* benefiting by Pinaud's big sales drive? Are you making sure of *your* share of the profitable business which Pinaud's first British advertising campaign is now creating? Are you stocking, showing, selling, Pinaud's two new money-spinning products — "Six-Twelve" Creamy Mascara and "Préface" Perfume?

Striking advertisements are already appearing in such famous newspapers and magazines as The Daily Mail, Daily Mirror, Daily Sketch, Vogue, Harper's Bazaar, etc., etc.—directing new customers to chemists, hairdressers and stores. Arresting showcards and display material for window and counter may be obtained, *free*, on request.

Link up your establishment with Pinaud's big push. Watch your stocks of the old Pinaud favourites — Eau de Quinine, Eau Portugal, etc.—and make a prominent feature of the new—"Six-Twelve" and "Préface."

London Office & Factory: **128 ATKINS RD., S.W.12**
Telephone: Tulse Hill 6944.

PINAUD Ltd. PARIS · & LONDON

'SIX-TWELVE' CREAMY MASCARA · PRÉFACE PERFUME · EAU DE QUININE · EAU DE PORTUGAL Etc.

Why sell a second-best?

4 WAYS IN WHICH GLYCO-THYMOLINE BRAND IS SUPERIOR

1 Absence of all 'synthetics'.
2 100% medicinal efficiency in the finished product.
3 Rigid examination of every ingredient.
4 Full medicinal activity of all ingredients carefully safeguarded throughout manufacture.

GLYCO-THYMOLINE AT ITS NEW REDUCED PRICE SELLS JUST AS EASILY AND MORE PROFITABLY THAN LESS CAREFULLY PREPARED COMPOUNDS

THE best thing of its kind for Nasal Catarrh, and Sore Throat ; for Gargling and mouth-washing, is GLYCO-THYMOLINE. It's better made, of better quality ingredients, than similar-sounding Compounds. It's a better-selling proposition for the Chemist. Its price is fixed (P.A.T.A. protected), its profit is good, its name is honoured and its quality is consistent. Why sell a second-best when there is better business, safer selling, in GLYCO-THYMOLINE ? Serve your public and yourself by selling only this 100% medicinally-effective line.

now only 1/4D RETAIL PRICE

★ **LISTEN-IN** to a rather unusual programme—on Numerology, the science of Numbers, by James Leigh, the famous numerologist, every Wednesday and Friday at 5.15, from Radio Luxembourg (1293 metres) and sponsored by Glyco-Thymoline.

GLYCO-THYMOLINE

BRAND ALKALINE SOLUTION

It's the best thing for Sore Throat, Nasal Catarrh, etc.

Distributors: THOS. CHRISTY & CO., LTD., 4 OLD SWAN LANE, LONDON, E.C.4

Introducing 2 *unique*

BEAUTY CREAMS

containing

'MILK OF MAGNESIA'

Thousands of women whose complexions are marred by skin acidity will acclaim the introduction of these marvellous new type creams. The remarkable beautifying properties of Phillips' Magnesia Beauty Creams are directly due to the action of "Milk of Magnesia" which counteracts the acid accumulations of the skin and removes all coarseness and blemishes.

RETAIL PRICE

3/- each P.A.T.A.

—

TRADE PRICE

27/- dozen P.A.T.A.

BONUS OFFER EXPIRES NOVEMBER 20th

If you have not received details of the special introductory Bonus Offer, these will promptly be sent to you on request to:

Proprietary Agencies Ltd.
179 Acton Vale, London, W.3

A vigorous magazine and radio advertising campaign is now introducing Phillips' Magnesia Beauty Creams to your lady customers. Already many chemists are experiencing a profitable demand for these new additions to the Phillips' range.

A most attractive display stand and range of show material are available and we strongly urge you to link up, through counter and window display, at the inception of this campaign.

PHILLIPS'

Magnesia

TEXTURE CREAM CLEANSING CREAM

* *'Milk of Magnesia' is the registered trade mark of Phillips' preparation of Magnesia.*

How many different ways can YOU arrange these display pieces ?

CAST RESIN, the new plastic material, is the basis of these Permastand display sets, which are made in any combination of five attractive colours—Black Onyx, Alabaster, Turquoise, Jade, Chinese Lacquer red. The sets are permanent, washable, difficult to break, unaffected by spirits, yet inexpensive and give you the opportunity of using to the full your creative ingenuity.

Displays at Exhibitions, on Counters, in Shop windows become more interesting, more attractive and more effective with this new system.

PERMASTAND
MULTI-DISPLAY SYSTEM

If you are interested, please write, marking your envelope "C", and we shall be pleased to send you further information.

PERMASTIC LIMITED
WOODHAM WORKS, NEW HAW, WEYBRIDGE, SURREY *Telephone: BYFLEET 683*

DIXOR

NOURISHING SKIN FOOD
CLEANSING COLD CREAM
DAY CREAM (CRÈME DIXOR)

NOW ALL SUPPLIED IN 6D. TUBES

Recommended by Betty Brand of Sunday Graphic to 1,500,000 women.....

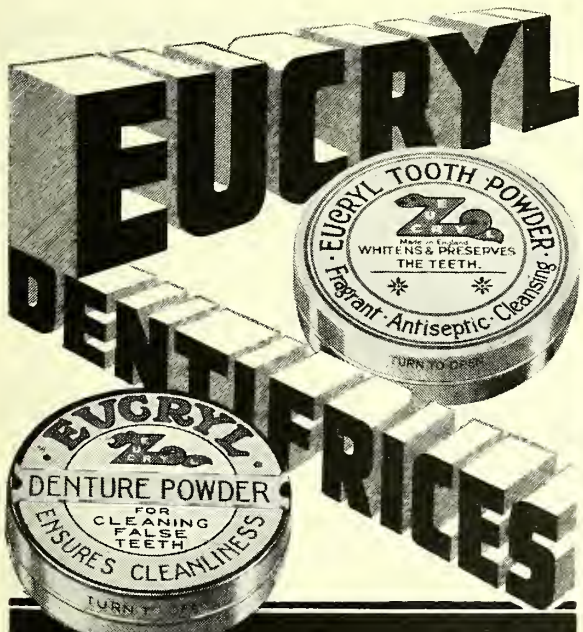
The demand for our recently introduced Cleansing Cold Cream and Nourishing Skin Food in sizes smaller than the 2/9 Opal Pots has been so great and persistent that we have felt justified in producing 6d. tubes of these creams.

Dixor Day Cream (Crème Dixor), for a long time has been obtainable in tubes from 6d. and in pots at 2/9 and 4/6. We are sure that by taking an interest in these lines you can do good business in them.

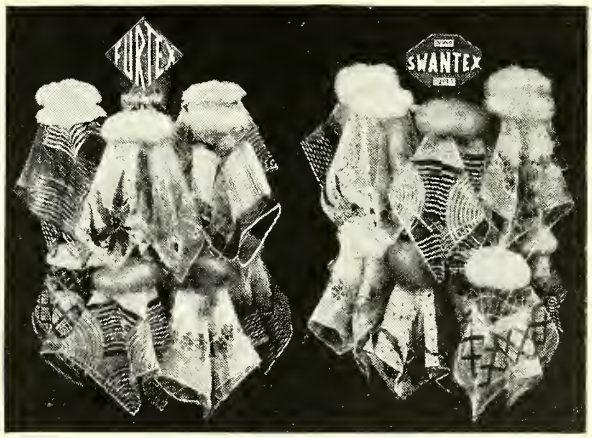
Send your enquiries to your usual wholesaler.

Dixor Ltd., St. Leonard's Works, Mortlake, S.W.14

DIXOR *Beauty Preparations*



BOUGHT ON DISPLAY TERMS YIELD-
PROFIT ON SELLING PRICE **43%** PROFIT ON BUYING PRICE **75%**
SHOWCARDS ON REQUEST
EUCRYL LTD. Manufacturing Chemists, SOUTHAMPTON



PRETTY PROFITS FOR YOU

—if you display these Puffs ★

A lovely lavish variety of dainty colours that your customers can't resist make FURTEX and SWANTEX Puffs an absolute necessity for your counter. A skilfully planned display shows them off in all their attractive choice of designs. These Hanky Puffs will be wonderful Christmas gift lines—so get your stock in NOW!

FURTEX *Super Fur* **HANKY PUFF**

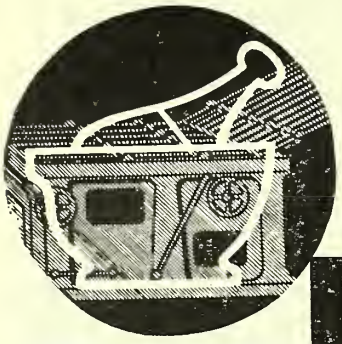
Retail: 1/-, 1/6, 1/11, 2/6, 2/11 each
Cost Price: 8/-, 12/-, 15/-, 20/-, 23/- per doz.

SWANTEX *Super Down* **HANKY PUFF**

★ FREE! Write for particulars of Special Free Offer of this fine BLACK AND CHROMIUM DISPLAY STAND, with two tiers of Sprays to display one dozen puffs.

Sole Manufacturers: *Order from your usual Wholesaler*

N. & F. KAHN, 11-13 Pentonville Rd., London, N.1



SUTTLEY & SILVERLOCK

(BRANCH OF KELLY'S DIRECTORIES LTD.)

LABELS, Cartons, billheads, showcards, calendars, wrapping papers, poison registers and certificates, and every chemist's requirement

SPECIALIST PRINTERS FOR CHEMISTS

After a century's concentrated study of the Chemist's printing requirements, what we do not know about this subject is neither known to nor suspected by any other firm. For pre-eminent service at economy prices deal with S&S

ANDOVER, HANTS

NOW READY

Revised Edition of the D.D.A. Register, specially compiled to meet the latest poison regulations

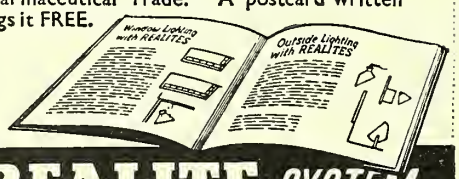
LONDON OFFICE:
2 ARUNDEL STREET, STRAND W.C.2
Telephone: Temple Bar 3464 (9 lines)

ARE YOU QUITE SATISFIED WITH YOUR PRESENT DISPLAY LIGHTING?

Our new treatise is worth its weight in gold to YOU. In easily understandable and non-technical language it explains how you can—

Reduce drastically your electric light bills.
Increase enormously the effectiveness of your display lighting.

Its price is 6d., but for a limited period we are reserving a limited number of complimentary copies for the Pharmaceutical Trade. A postcard written NOW brings it FREE.



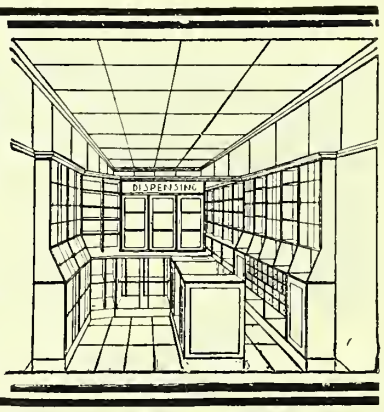
THE REALITE SYSTEM

ROWLANDS ELECTRICAL ACCESSORIES LTD.
R. E. A. L. WORKS, HOCKLEY HILL, BIRMINGHAM, 18
Phone: NORTHERN 2986/7/8 Grams: "REAL, BIRMINGHAM"
AND AT LONDON AND MANCHESTER

THE MODERN CHEMIST
—Fittings by—

D. MATTHEWS & SON, LTD.

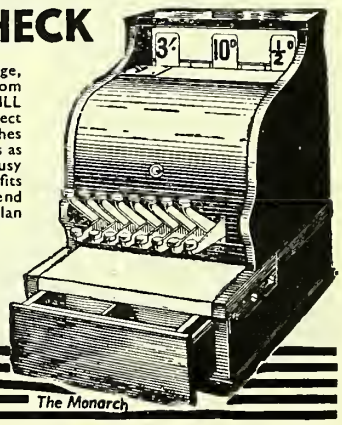
The Liverpool Shopfitters
14/16 Manchester St. LIVERPOOL 1
Established 1848
*Phone: Central 2694/5



A SAFE CHECK

which, by eliminating leakage, gives you the fullest benefit from your trading. The GLEDHILL provides you with a perfect cash checking system, watches every penny received, and acts as an additional assistant during busy periods. Safeguard your profits with a genuine GLEDHILL. Send for details and instalment plan to-day.

G. H. Gledhill & Sons, Limited
16 Trinity Works, HALIFAX



The Monarch

Super-Suspensibility

EVANS' BISMUTH CARBONATE

Made at their Fine Chemical Works by

Evans Sons Lescher & Webb Ltd.

Liverpool and London

FOR YOUR PROFIT

Rubbing in the story of

Week after week, millions of women will read the fascinating "picture story" advertisements that will appear in their favourite papers

THROUGH the length and breadth of the British Isles Hinds will be telling their story . . . telling it 176 million times in the papers that women read most . . . telling it in fascinating "picture stories" —*a proved way to sales!*

There'll be a romantic message behind every advertisement that women cannot miss. And a powerful reminder—"every time you wash your hands." Also the most powerful testimony any product could have—"The 'Quins' who get the best of everything have *Hinds* for their hands." The advertisements will do their work. The rest is up to you. Make the most of it—display Hinds on your counter, on your shelf, and in your window.

176,000,000 TIMES!

ADVERTISEMENTS LIKE THESE WILL BE PRINTED!

9,000,000 READERS will see them in NATIONAL & SCOTTISH DAILY PRESS, LEADING WOMEN'S WEEKLY AND MONTHLY MAGAZINES

HINDS

Honey & Almond

CREAM

HINDS *Honey & Almond* CREAM

The most famous of beauty preparations made specially for the hands

However hard a woman's work, she doesn't like her hands to show it. More and more women every day are discovering the skin-softening magic of Hinds in bringing hard-worked hands back to loveliness. They're getting the Hinds habit! DON'T FORGET—HINDS IS *MOST* USED FOR *REGULAR* HAND BEAUTY. IT'S NOT JUST A COLD WEATHER PRODUCT FOR CHAPPED HANDS.

FOR THE GIFT BUSINESS

this new attractive beauty set WILL ALSO DO ACTIVE SAMPLING

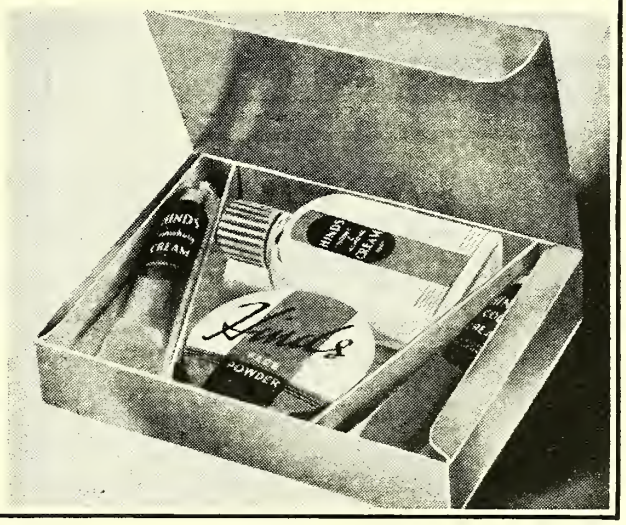
This pleasing beauty gift set will introduce to the millions of women who keep their hands always lovely with Hinds, the other successful lines under the Hinds' name:

The POWDER
The COLD CREAM
The VANISHING CREAM

With these new lines is a bottle of the famous cream

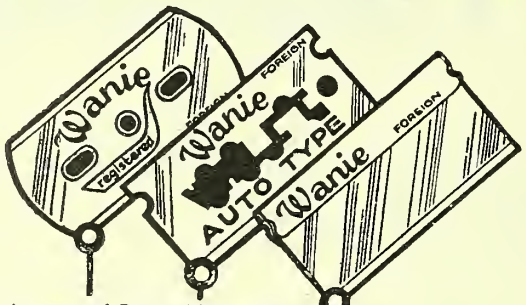
Packed in a beautiful silver carton, this gift set will have instant and widespread appeal. Order through your usual wholesaler at 18/- dozen. Terms for direct supply on application.

HINDS WILL SUPPORT THIS BIG CAMPAIGN WITH THE MOST ATTRACTIVE SHOW MATERIAL YET. SEND NOW!



WANIE

The Profit Raiser Blades



A range of Razor Blades that consistently raise your profits.

8/- PER GROSS

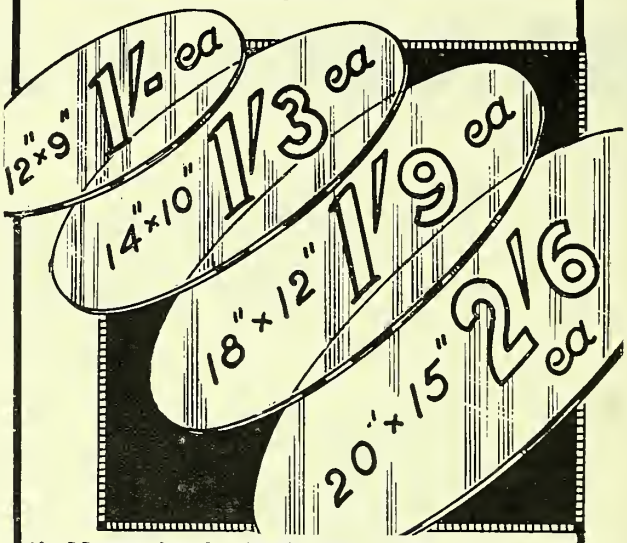
9/- PER 100

Free samples await your request.
Wholesalers are invited to write for Trade Terms.

3/9 PER GROSS **TIM**

LONDON & PROVINCIAL FACTORS Ltd.
146 Theobalds Road, London, W.C.1
and at 15 Witby Grove, Manchester.

Send for our Xmas List of Display Fittings No. CD. 1787



No. GG 4653. Second quality Glass Ovals. Absolutely new but very slightly sub-standard in colour. In the above sizes only. Carr. Extra.

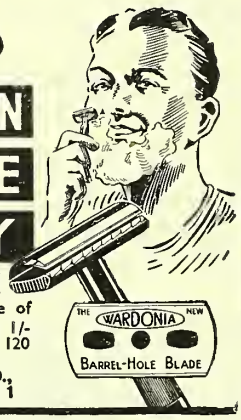
DUDLEY & COMPANY, LTD.

HOLLOWAY, LONDON, N.7

Holloway Showrooms: 451 Holloway Rd., N.7. Phone: Archway 4221.
City Showrooms: 65 Fore Street, E.C.

WARDONIA

A CLOSE, CLEAN QUICK, SHAVE EVERY DAY



Your customers will prefer the fine shaving qualities and long life of Wardonia Barrel-Hole Blades. Order **NOW**—large range of display material free. Blades retail 4 for 1/- and 10 for 2/6. Cost 21/- per box of 120 blades.

Sole Makers: **THOMAS WARD & SONS, LTD.,**
Wardonia Works, Sheffield, 1

TO ALL BUYERS OF **SPONGES**

PLEASE WRITE FOR ILLUSTRATED CATALOGUE AND PRICE LIST TO

HYDRA SPONGE LTD.
129 FINSBURY PAVEMENT, LONDON

PRICO FUR POWDER PUFFS

GUARANTEED WASHABLE

GRIMWOOD & DE GEUS, LTD.
Moorgate Station Chambers, London, E.C.2

LA PARFUMERIE MODERNE

(Established 1908)

An Illustrated Monthly Review of the Perfumery and Allied Industries

The regular publication (in English and Spanish as well as in French) of technical and practical articles on Essential Oils and Synthetic Perfumery Products is a feature of this popular Trade Journal.

Specimen copy and all particulars from

15 rue Constant, Lyon 12 rue Jules-Guesde, Puteaux, Paris

WE MAKE SHAVING BRUSHES FROM SUPERFINE BADGER TO PURE HOG

ASK YOUR WHOLESALER FOR THIS ATTRACTIVE DISPLAY STAND AND OUR KEEN PRICE CATALOGUE

OR WRITE DIRECT TO

FORSTER
BRUSHES LTD.
15 HATTON WALL
HATTON GARDEN
LONDON, E.C.1

'GRAMS : SUBRUSCO, SMITH, LONDON
'PHONE : CHANCERY 8631
CABLES: SUBRUSCO, LONDON
ESTABLISHED 1840

Display these

SALTER

PERSONAL WEIGHERS
PRACTICAL XMAS GIFTS

THE "GROSVENOR"

SELL with confidence a machine made in England by a firm with 177 years' reputation. There are several models and helpful window displays. Send for further details.

GEO. SALTER & CO. LTD.
DEPT. (CI), WEST BROMWICH

A Real Selling Line for THE WINTER MONTHS

National Press Advertising has already firmly established "FeeTeeS" Foot Cream in the Public Favour and week by week the sales of this unique product are increasing.
With the Winter months ahead the demand for "FeeTeeS" will be still further increased. New advertising and more of it is already appearing regularly in the National Dailies, Sunday papers and the leading Women's Magazines. People throughout the country are being convinced daily that "FeeTeeS" Non-Greasy Foot Cream is the ideal skin food and a sure preventative against the many foot troubles which are so prevalent during the chilly, damp, Winter months.

FeeTeeS
NON GREASY
FOOT CREAM

"FeeTeeS" can be one of your biggest selling lines this Winter and you are losing handsome profits if you are not already stocking and displaying "FeeTeeS" on your counter.

Why not place your order without delay? Showcards and display material will gladly be sent to you on request.

PRICES
2/3 Size—18/- doz. Packed in special display cartons containing ½ doz. Jars.
1/3 size—10/- doz. Packed in display cartons containing 1 doz. Jars.
6d. size—4/- doz. tubes on Show Display Cards of 1 doz. Tubes.

Obtainable from all leading Wholesalers or
CARMAC LABORATORIES LTD.
HAMPTON, MIDDLESEX. Telephone: MOLESEY 100

The Best Plaster—in the Best Pack

3 POINT PACK

WATERPROOF
DUSTPROOF
AIRTIGHT

Here is a Zinc Oxide plaster in a unique and dependable pack. In its Moulded Container, it is WATERPROOF, DUSTPROOF and AIRTIGHT. There is nothing else like it on the market. The plaster is Taylor's finest quality . . . 1 yard of ½ in. or 1 in. widths, flesh cloth.

BULLDOG

BRAND **ADHESIVE PLASTER** REGD

The new Screen Display will help you make rapid sales. It is double-sided, an ideal counter piece. It cannot be missed by your customers, and reminds them of a constant need—adhesive plaster kept absolutely clean in an airtight container

1″ size at 2/6 per doz. Retailing at 4½d. each.
½″ size at 1/8 per doz. Retailing at 3d.. each.

Each doz. in Screen Display Stand.
Obtainable from all Wholesale Houses.

EDWARD TAYLOR LTD., MONTON, LANCASHIRE

T.B 72

Southalls
'ORIGINAL' 'CELTEX' SOLUBLE AND 'K'
Sanfowels

FROM YOUR WHOLESALE HOUSE

"HERNICURA" TRUSSES

(REGISTERED No. 254807)

AND SURGICAL APPLIANCES
WILL BUILD UP YOUR TRUSS TRADE

DISTRICT SOLE RIGHTS GIVEN

Write for Illustrated Price List to the Sole Proprietors:

JEFFERSON & SON

"HERNICURA" TRUSS & SURGICAL APPLIANCE SERVICE
ETON RD., WOOLWICH, LONDON, S.E.18 *Phone: Woolwich 0607*

"DUO-RAY"

Infra-Red Ray Apparatus

Hospitals cure by **Thermo-Penetration**:- RHEUMATISM, NEURITIS, LUMBAGO, SCIATICA, VARICOSE ULCERS & ALL CONDITIONS OF PAIN.

Perfectly Safe. 28000 in Daily use

As supplied to:-
London Hospital,
King's Coll. "
Guy's "
Royal Free "
St Mary's "
London County Council,
British Red Cross,
Admiralty,
War Office,
Crown Agents, etc.

Send for Catalogue No. 106

Price: 95/6 complete

13 Models

Manufactured by
F.W. Read & Sons, Ltd.,
Telephone: TERminus, 4074.

175–9, Gray's Inn Road, London, W.C.1.

These two Remedies are always backed by

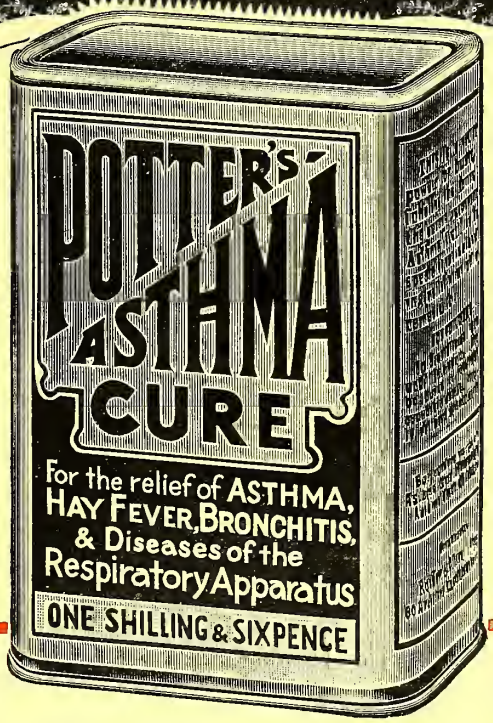
★ **BONUS TERMS**
★ **NATIONAL ADVERTISING**
★ **60 YEARS A HOUSEHOLD WORD**

POTTER'S ASTHMA & CATARRH REMEDIES

Consistently advertised in all the great national newspapers thus ensuring a big demand

P.A.T.A. 1/3, 11/- Doz.
Packed in ½ Doz.

POTTER & CLARKE LTD.



Retail 1/6, Wholesale 14/- doz.
Packed in ½ Doz.

60-64 ARTILLERY LANE, LONDON, E.1
'PHONE : BISHOPSGATE 4761 (5 lines)
'GRAMS: HOREHOUND, PHONE, LONDON

77 DANTZIC STREET, MANCHESTER, 4
'PHONE: BLACKFRIARS 8734
'GRAMS: HOREHOUND, MANCHESTER

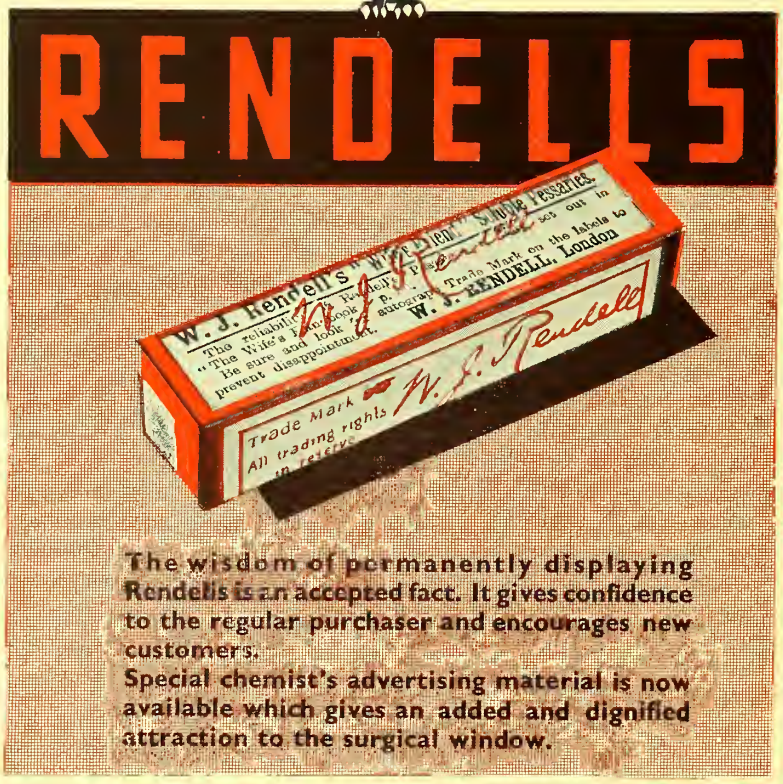
BONUS TERMS
POTTER'S ASTHMA REMEDIES

On orders for 6 dozen Potter's Asthma Remedies and/or Catarrh Pastilles we offer a bonus discount of 5% (Journey account, or if no journey, monthly account) in return for a window display of these goods. The prices of Potter's Advertised Remedies are

POTTER'S ASTHMA CURE 14/- doz.
POTTER'S ASTHMA CIGARETTES 14/- doz.
POTTER'S SMOKING MIXTURE 7/- doz.
POTTER'S CATARRH PASTILLES 11/- doz.

WISDOM

RENDELLS



The wisdom of permanently displaying Rendells is an accepted fact. It gives confidence to the regular purchaser and encourages new customers.

Special chemist's advertising material is now available which gives an added and dignified attraction to the surgical window.

W. J. RENDELL LTD.

161-165 ROSEBERY AVENUE, LONDON, E.C.1

Bottles—to suit your purpose

WHOLESALE AND EXPORT ONLY

DISPENSING
TOILET
PERFUME
FEEDING
EMBROCATION
COUGH MIXTURE
POISON
JAM JARS
MILK

Keen Prices
Prompt delivery

LAX & SHAW LTD

Regd. Office · ALBERT GLASS WORKS · HUNSLET · LEEDS

Three Factories · ALBERT · CLARENCE & DONISTHORPE

TELEPHONE · LEEDS 21568 · TELEGRAMS · "FEEDERS," PHONE, LEEDS

SEAMED & SEAMLESS

SURCO

ELASTIC HOSIERY

TRUSSES

BODY BELTS

SUNDRIES

FOR SPECIAL GARMENTS MADE TO MEASURE WE MAINTAIN A 24 HOUR SERVICE

Permit us to quote you

SURGICAL HOSIERY CO., LTD

RUSSELL ST. NOTTINGHAM : PHONE: NOTTINGHAM 75903
GRAMS: SURGICAL NOTTINGHAM

ARE YOU SHARING IN THE £335

114 Cash prizes awarded ...

Dr. Scholl's FOOT HAPPINESS CAMPAIGN CONTEST RESULT . . . . . .

Such was the enormous response to Dr. Scholl's Foot Happiness Campaign Contest, **more than 1,400 entries were received from Chemists in all parts of the British Isles,** that the task of selecting the winning entries called for the most careful scrutiny by the three Judges — independent and prominent men in Advertising and the Chemist Trade who were invited to take part :—

Mr. D. E. Cameron.	M.A., A.I.P.A. Director of Smith's Advertising Agency Ltd.
Mr. W. K. Fitch.	Editor of The Pharmaceutical Journal.
Mr. P. Roche.	Editor of The Retail Chemist.

The results of their findings are published below, and we take pleasure in congratulating the lucky prize winners on their successful and deserving efforts.

£100 Mr. L. H. Lester, M.P.S., 2 Market Place, NUNEATON — "Because checked sales prove that a full window display of Dr. Scholl's Preparations at least doubles sales and brings steady repeats for many weeks afterwards."

£50 Mr. H. D. Mogg, M.P.S., The Pharmacy, Badminton Road, Downend, BRISTOL — "Because—linking up with Dr. Scholl's immense and "well placed" campaign my windows give me as near 100% sales value as is possible to obtain."

£25 Mr. Mitchell Stern, M.P.S., 14 Victoria Avenue, Blackley, MANCHESTER — "Because I realise that my own display backed by Scholl's Campaign not only increases immediate sales, but more important, lays the foundation for future custom."

£10 Mr. S. T. James, M.P.S., 420 Hoe Street, WALTHAMSTOW, E.17. — "Because intensive advertising period gives Scholl's window display many times ordinary selling force . . . I have nothing in stock that responds so quickly to display."

Entries made by each of the Chemists listed below were selected by the judges to merit one of the ten awards of - - - - - £5 EACH

Mr. E. C. Akhurst, 772 Christchurch Road, Boscombe, BOURNEMOUTH

Mr. A. H. Barker, Banninster & Thatcher, Ltd., 49/51 Carters Green, WEST BROMWICH

W. H. Bown & Son, M.P.S., M.I.C.O., 50 Victoria Road, N. SOUTHSEA

Mr. G. W. French, A. A. Marshall, Ltd., 14 Sun Street, WALTHAM ABBEY

J. Ingham Ltd., 19 Upper Tooting Road, LONDON, S.W.17

Mr. D. P. Jones, 37 Belsize Lane, Hampstead, LONDON, N.W.3

Mr. A. H. Patt'son, M.P.S., 49 Seaforth Road, Seaforth, LIVERPOOL

Mr. Dugald Smith, M.P.S., F.S.M.C., 968 Maryhill Road, GLASGOW

Mr. Joseph Stonefield, M.P.S., 125 Pasture Street, GRIMSBY

Mr. W. E. Wilyman, M.P.S., 14 High Street, STONY STRATFORD

100 CONSOLATION AWARDS OF £1 EACH

Mr. A. Akurst, 12, Southbourne Grove, Bournemouth.
Mr. R. Anderson, 8, Main Street, Milngavie.
Mr. R. M. Armour, J. P. Wheeler & Sons, 166, High Street, Gillingham.
Mr. H. Ash, M.P.S., F.N.A.O., F.I.O., 109, Oxford Street, Werneth, Oldham.
Mr. R. W. Avery, The Oxford Drug Co. Ltd., 31, Cornmarket, Oxford.
Mr. H. E. Bailey, 64, High Street, Highgate, N.6.
Mr. R. E. Barnett, M.P.S., 169, Knightlow Road, Harborne, Birmingham.
Mr. R. R. Bastion, SS, Fore Street, Redruth.
Mr. V. G. Beatty, M.P.S., 74, Park Way, Ruislip.
Mr. J. O. Bond, 1, Market Place, Somerton.
H. Allan Boyd, Ltd., 9, The Arcade, Waterfoot.
Mr. C. A. Brobyn, c/o Barton & Brobyn, 3, Stroud Road, Gloucester.
Mr. J. Brown, 137, Abbeyhill Street, Glasgow, E.2.
Brownes The Chemists, 28, High Street, Colliers Wood, S.W.19.
Mr. H. L. Clark, 140, Listerhills Road, Bradford.
Mr. A. B. Coombs, Crown Bridge Pharmacy, Penkridge.
Mr. S. S. Cooper, M.P.S., 49, Broad Lane, South Tottenham, N.15.
Mr. G. Craggs, Vicars Cross, Chester.
Mr. G. E. L. Curran, M.P.S., 742, Alum Rock Road, Birmingham, 8.
Davies Bros., Clydach, Swansea.
Mr. W. J. Davies, Ravenhill Pharmacy, Fforest Fach, Swansea.
Mr. J. M. Dodd, 4, Westgate, Ripon.
Mr. W. Burgess Dow, 51B, Hornsey Road, London, N.19.
P. E. Edwards, M.P.S., M.N.A.D., c/o Northway & Co., Ltd., Great Tower Street, E.C.3.
Mr. J. E. Edwards, 126, Cross Lane, Salford, 5.
Ellingworth Ltd., 10, Melton Road, Oakham.
Filmers, Ltd., 164, King Street, Plymouth.
Mr. J. Finlay, 302, Morningside Road, Edinburgh.
Mr. J. T. Fleet, 24, Sheep Street, Rugby.
Mr. J. Fleming, 73, High Street, Dudley.
Mr. P. G. Flood, M.P.S., c/o R.A.C.S., New Malden, Surrey.
Mr. F. A. Forster, M.P.S., 85, The Broadway, Bedfont Lane, Feltham.
Freemans, 64, George Street, Altringham.
Mr. B. J. Freestone, c/o Bannister & Thatcher, Ltd., 58, Birmingham Street, Oldbury.
Mr. J. E. Frith, 114-116, Heath Road, Twickenham.
Mr. F. D. Gee, 7, School Road, Salford.
Mr. T. R. Griffiths, M.P.S., c/o Bedford & Co., 177, Lewisham High Road, S.E.4.
Mr. W. J. Gwmnett, c/o Faversham & Thanet Co-op. Chm. Dept., Faversham.
Mr. G. W. Hales, 7, High Street, Leiston.
Mr. G. Hall, M.P.S., 14, Bannatyne Street, Lanark.
Mr. J. F. Hart, Ph.C., M.P.S., Ross-on-Wye.
Miss M. R. Headrick, c/o P. Mitchell & Son, S26, Springburn Road, Glasgow.
Mr. S. Heywood, 4, Barker Street, Oldham.
Mr. E. Hindle, 218, Hessle Road, Hull.
Mr. J. C. Hodgson, M.P.S., The Green, Eastriggs, near Annan.
Mr. A. Campbell Hossack, M.P.S., 32, King Street, Bathgate.
Mr. A. F. Hoyle, M.P.S., c/o J. Keall, Ltd., 91, Wandsworth High Street, S.W.
Mr. S. F. Jacques, 202, Cherry Lane, Liverpool.
Mr. W. I. Jolly, M.P.S., 88-90, Toller Lane, Bradford.
J. Jones & Son, Llandilo.
Mr. A. W. Knowles, 332, Kennington Road, S.E.11. [Cont. on next page

Official notification and cheques have already been sent to the successful prize winners.

The Scholl Mfg. Co. Ltd.
188-194 St. John St., London, E.C.1.

THE
"MATER"
CLINICAL REGD.
The position of the Mercury column is at once perfectly plain. Red markings above 99.4.

ALL TYPES OF
CLINICAL
AND OTHER
THERMOMETERS

PERKEN, SON & CO. LTD.
(ESTABLISHED 1852)
Price List on Application :
94 HATTON GARDEN, LONDON, E.C.1
Telephone : 0724 Holborn
Telegrams : "Optimus, Smith, London"

Cheque £10
Cheque £5
Cheque £2.10

CASH PRIZES
IN WINDOW DRESSING
COMPETITION
SUPPORTED BY INTENSIVE
NATIONAL ADVERTISING

WRITE for FREE DISPLAY MATERIAL and simple conditions.

Litesome SUPPORTER BELT
Trade Mark
FOR DAILY WEAR BY EVERY MAN

FRED HURTLEY LTD.
HEALTH APPLIANCE DEPT.
VICTORIA PARK MILLS, KEIGHLEY

Dr. Scholl's Foot Happiness Campaign—*contd.*

Mr. A. B. Laird, 130, Haslucks Green Road, Shirley.
Mr. C. W. Leaversuch, M.P.S., 12, Kimberley Parade, N.12.
Mr. N. T. Lewis, 37, Richard Street, Clifynydd, Pontypridd.
Mr. B. T. Luxton, M.P.S., 11, Cowick Street, Exeter.
Mr. H. A. Martin, M.P.S., 286, Stratford Road, Shirley.
Mr. A. Mason, 2, Church Street, Burbage.
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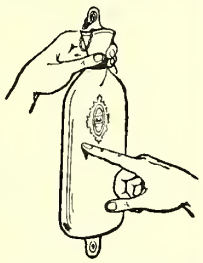

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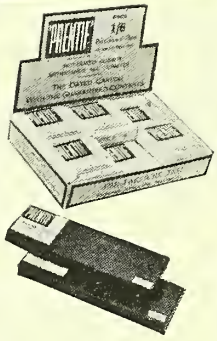

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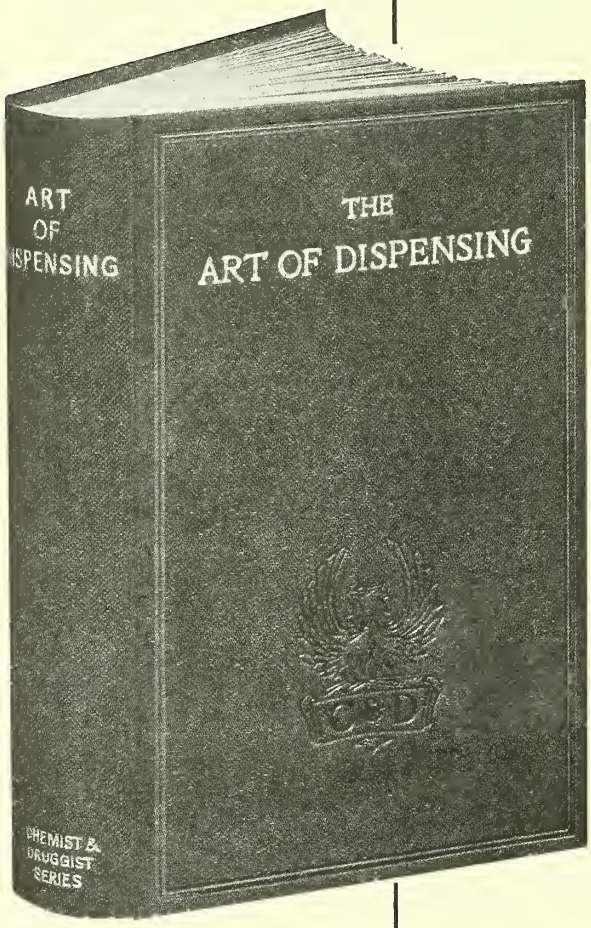

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Last winter's campaign produced remarkable results, and we are confident that with your co-operation the new advertising will create a still bigger demand for Calsimil.

Simple and convincing, this advertising will carry into millions of homes the message that Calsimil prevents and cures chilblains. It will continue from November till February — throughout the cold season when chilblains are such a common complaint, particularly among women and children. Now is the time to take the fullest advantage of this press campaign. Please order your stock of Calsimil in readiness for the increased demand, and let us send you a copy of the striking new showcard we have prepared to link up with the new advertising.

Retail price 2/6 per bottle of 60 tablets.
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News of the Week

Colonial Empire Marketing Board

The following is the *personnel* of the Colonial Empire Marketing Board:—The Rt. Hon. W. Ormsby-Gore, M.P. (chairman), the Marquis of Dufferin and Ava, Mr. C. Davies, K.C., M.P., the Rt. Hon. Thomas Johnston, M.P., Mr. B. Riley, M.P., Mr. J. A. de Rothschild, M.P., Sir William Bradshaw, Mr. Paul Cadbury, the Hon. Leslie Runciman, Mr. Arthur Foster, Captain O. Lyttelton, Sir John Chancellor, Sir Harry Lindsay, Mr. J. A. P. Edgecumbe, and Mr. G. L. M. Clauson.

Zanzibar Cloves

A notice, dated September 30, 1937, issued by the Clove Growers Association, Zanzibar, contains the following:—

Since the introduction of the new Clove Marketing Legislation on August 1, 1937, local Indian exporters have adopted an attitude of non-co-operation, detrimental to the conduct of ordinary business, thus creating a state of uncertainty in overseas markets. Whilst export in general will still be left to local exporters, should any difficulty be experienced by overseas buyers, the Association will be pleased to pass through the proper channels to local exporters any inquiries received, or, if necessary, make other suitable arrangements to deal with the business offering.

Licensed Poison Vendors in Middlesex

A report presented to the Middlesex County Council states that on May 1, 1936, the number of premises listed with the Council for the sale and storage of poisons in Part II of the Poisons List was already lengthy, and by the end of the financial year nearly 2,000 premises had been listed, in spite of the fact that some hundreds of shopkeepers previously accustomed to sell poisons on a small scale had intimated to the inspectors that they preferred to abandon the sale of poisons rather than incur the expense of listing their premises. During the year 6,534 inspections were made in Middlesex under this Act. In the course of the first few months, a colossal number of contraventions was discovered by the inspectors. These were not individually reported to the subcommittee, but were dealt with by oral warnings and advice. Misconceptions were found to be so widespread that in July 1936, by the instructions of the public control subcommittee, a letter was sent to the principal trade journals calling the attention of tradesmen to the main requirements with which they should comply. Various manufacturing firms also sought and received advice from the officers of the Department with regard to the method of labelling their products. A firm manufacturing hair-dyes had, through a misunderstanding of the Poisons Rules, circularised a large number of hairdressers advising them, erroneously, that certain of the new labelling provisions did not come into force until 1937. After the first few months, infringements were reported to the subcommittee in the ordinary way, with the result that 251 official cautions were given and thirty-five persons were prosecuted for sixty-eight offences under the Pharmacy and Poisons Act and the Poisons Rules. The fines imposed amounted to £47, and the costs, ordered to be paid by defendants, to £19, a total of £66. The name of one listed seller was removed from the Council's list on the ground that he was not a fit person to be entrusted with the sale of poisons. A retailer was admonished for placing a label advertising a brand of wine over the label on a bottle of poisonous disinfectant.

Proprietary Articles Trade Association

We are advised by the Proprietary Articles Trade Association, 43 Gordon Square, London, W.C.1, of the following additions to and deletions from the Protected List. The retail and wholesale prices quoted are the minimum selling prices fixed by the manufacturers and protected by the P.A.T.A. :—

ADDITIONS.—Luft-Tangee, Ltd. : Sole distributors for United Kingdom:—British & International Proprietaries, Ltd., Africa House, Kingsway, W.C.2.

Prices effective November 1st :—

Tangee Day Cream	4/6	36/–	dozen
Tangee Night Cream	4/6	36/–	dozen
Tangee Face Powder	0/6	48/–	gross
,, ,, ...	2/6	20/–	dozen
,, ,, ...	4/6	36/–	dozen
Tangee Lipstick (Theatrical or Natural) ...	0/6	48/–	gross
,, ,, ,, ...	1/9	14/–	dozen
,, ,, ,, ...	4/6	36/–	dozen
Tangee Creme Rouge	0/6	48/–	gross
,, ,, ...	3/6	28/–	dozen
Tangee Rouge Compact	0/6	48/–	gross
,, ,, ...	3/6	28/–	dozen
,, ,, Refills	2/6	20/–	dozen
Tangee Cosmetic	4/6	36/–	dozen

Sparklets, Ltd. :—

Sparklet Streamline Syphon, Chromium model	42/–	28/–	each
Sparklet Streamline Syphon, Enamel model	37/6	25/–	each

DELETIONS.—Icilma Co., Ltd. :—

The 1/– size Face Powder will continue on sale in the Irish Free State only.

The English Grains Co., Ltd. :—

Yestamin Tablets and Powder.

COUNCIL ELECTION

For the four vacancies on the retail section of the Council of the Proprietary Articles Trade Association, the following five candidates have been nominated:—Goodall, J. E., Wembley; *Pickard, S. N., Ossett, Yorks; *Skues, E., London;

CONTENTS
See p. 513

Wells, F. G., Hanwell; Yeates, C. J., Devonport. Voting papers will be issued on November 25, and are returnable to the Secretary at 43 Gordon Square, London, W.C.1, not later than December 3. The only signatures which are valid are those of a proprietor of a personal business, a director of a limited company, or an executor. Votes must be recorded by placing a "X" against the names of the candidates voted for.

In the wholesale section there are five candidates for the four vacancies; the following firms will stand for election:—*Butler & Crispe, London; *Goodalls (Leeds), Ltd., Leeds; *Hirst, Brooke & Hirst, Ltd., Leeds; Hall, Forster & Co., Ltd., Newcastle-upon-Tyne; *Woolley, Jas., Sons & Co., Ltd., Manchester.

In the manufacturers' section there is no contest, the retiring candidates, Aspro, Ltd., Slough; Condy & Mitchell, Ltd., London; Irving's Yeast-Vite, Ltd., Watford and Newton; Chambers & Co., Ltd., Sheffield, being, therefore, returned unopposed.

* Retiring members.

New Beecham Laboratories Opened

On October 26 Her Royal Highness the Duchess of Gloucester opened the new laboratories at the Royal Northern Hospital, London, N.7, which have been presented to the Hospital at a cost of £14,200 by Beechams Pills, Ltd., who have also provided £1,000 per annum towards the cost of maintenance. The new building, which forms part of the existing block, has been carefully planned, especially in such details as the lighting and heating arrangements. The principal departments are allotted to research in pathology, biochemistry, and pharmacy.

H.R.H. THE DUCHESS OF GLOUCESTER

Mr. Herbert Skinner, Ph.C., is in charge of the pharmaceutical research department, and will also take part in the biochemical investigations. Dr. P. O. Ellison will direct the work in the pathological department. The new building also includes a *post-morten* department, a museum for specimens, and a room set apart for histological work. Her Royal Highness was welcomed at the opening ceremony by the Marquis of Northampton, chairman of the Hospital, who thanked Mr. Philip E. Hill, chairman of Beechams Pills, Ltd., for the company's gift. Sir Lancelot Barrington-Ward, senior surgeon to the Hospital, spoke in support of Lord Northampton, and Mr. Philip E. Hill responded. The Duchess of Gloucester formally declared the building open, and was presented with a silver gilt key.

Among those present were Sir Arthur and Lady Crosfield, Sir Arthur Marshall, Mr. and Mrs. Stanley Holmes, Dr. A. Lisle Punch (senior physician to the Hospital), Mr. and Mrs. Herbert Skinner, and Dr. James Coutts.

Registration of Opticians

The Executive of the Joint Council of Qualified Opticians have decided that as from November 1, 1937, applications for entry to the Official Register of Optical Practitioners, kept and maintained by the Joint Council of Qualified Opticians, may be received from optical practitioners in retail business on their own account, or otherwise, holding the Fellowship examination certificate of either of the following bodies: The British Optical Association; The Worshipful Company of Spectacle Makers; The National Association of Opticians; The Institute of Chemists-Opticians (only since 1934); The Scottish Association of Opticians (only since December 1935). The Executive have decided that optical practitioners who sign the J.C.Q.O. agreement may apply for membership of the Joint Council without any subscription other than the fee for registration as an optical practitioner. The effect of this will be that every optical practitioner whose application is approved will be eligible to nominate or to be nominated, and to take part in the election of all the members of the Executive. Applications for agreement forms should be made to the Registrar of the Joint Council of Qualified Opticians, 65 Brook Street, London, W.1.

Bradford

Mr. F. C. Wilson addressed the Huddersfield Branch of the Pharmaceutical Society on "Pharmacy Reformed" on October 7. He said there was need for drastic overhaul of the present system. It was agreed that there was overcrowding of pharmacists in the towns and an insufficient service in rural areas. This pointed to pharmaceutical control and redistribution of businesses. The Society, in the position of legislative body and Government department, would be the ideal organisation to develop an arrangement of this kind. A short-term subsidy could be arranged for businesses opened in rural areas. When all districts were adequately supplied the Society could press for conservation of rights. Terms for National Health Insurance dispensing could be arranged which would put it on an economic basis. The National Pharmaceutical Union should be open to all members of the Pharmaceutical Society, and should work in close conjunction with, and as a subsection of, the Society. Area executives should be appointed to bring the branches closer together. Election to the Council should be by sections (area executives, N.P.U., Company Chemists' Association, etc.). The time was ripe for the Society to obtain greater powers for itself. In the discussion which followed, general agreement was expressed with the principle of co-operation between the branches. Doubt was expressed as to the feasibility of restriction of premises, and the subsidising of businesses was thought to be risky and to involve pitfalls. Mr. E. Thomas proposed a vote of thanks.

London

What may be regarded as the "general release" of the Streamline Sparklet syphon took place at a cocktail party organised by Sparklets, Ltd., at the Restaurant Frascati, London, W.1, on October 26. The *première* (for the drug trade) took place so early as September 18, when an illustration and full details were included in the Christmas buying number of the *C. & D.* (p. 332). The party was admirably organised to demonstrate the merits of Sparklet soda water, in a variety of drinks, to pressmen and selected trade buyers, and the raffle of one of the Streamline syphons was a popular side-issue. Other products which could be examined by interested visitors were Sparkloids (compressed tablets of the salts corresponding to various famous spa waters) and radon (radioactive) bulbs.

The annual reunion of the Western Pharmacists' Association took place on October 21 with the usual *éclat* at Stewart's Restaurant, Old Bond Street, London, W.1. This is always a cheery affair, and this year it seemed more buoyant than ever. About 100 members and friends were greeted by the new president (Mr. Gwilym Thomas) and Mrs. Thomas, and among well-known people present were Mr. and Mrs. A. R. Melhuish, Mr. and Mrs. J. C. Young, Mr. and Mrs. Peter Irvine, Mr. and Mrs. H. N. Linstead, Mr. and Mrs. C. A. Noble, Mr. and Mrs. B. R. Wilkinson, Mr. and Mrs. David T. Jones, Mr. and Mrs. W. E. D. Shirtliff, Mr. and Mrs. William Chalmers, Mr. Harry Martin and Mr. W. B. Falding. At the supper which preceded the whist drive, short congratulatory speeches were made by the President, Mrs. Thomas, Mr. Melhuish and Mr. Shirtliff. The whist drive resulted in prizes being awarded to Mrs. Glover (1st), Miss Lloyd Jones (2nd), and Miss Ehrenfest (3rd), while the successful men were Mr. H. Dootson (1st), Mr. W. D. Hunter (2nd), and Mr. H. E. Glover (3rd). General satisfaction was expressed with the excellence of the arrangements, which was mainly due to the strenuous efforts of Mr. Frank Noble, the social secretary, and his coadjutors, Mr. Clifford Evans and Mr. Pratt.

The St. Vincent Association held its annual dinner on October 21 at the Royal Adelaide Galleries, W.C.2. Following the

loyal toast, proposed by the president (Mr. J. Macvie Hill), a toast to "The St. Vincent Association" was proposed by Dr. V. B. Green-Armytage. In his reply, the president said he felt that certain improvements might be made in the regulations controlling admission to the London Medical Exhibition, particularly regarding the admission of pharmacists, final year students and nurses. It was suggested that the name of their Association be changed to the Guild of Ethical Representation. After registration, a charter would be applied for and an examination in pharmacy, pharmacology, physiology, therapeutics and salesmanship might be devised to improve the status of the members. The day of the printed word in medical propaganda, he said, had gone, this being the day of the spoken word. Manufacturers in the future would be able to call on the Guild for reputable representatives, and thus a new standard would be set in medical representation. It was felt that these proposals had the complete support of all members of the Association. A toast to "The Ladies and Visitors" was proposed by Mr. J. F. Rogers and responded to by Mr. Hector Hughes, K.C., who said that for thirty-one years the Association had been an unincorporated body, and now was the time seriously to consider the future. If the proposals mentioned were carried out, the new Guild would become legally recognised and a charter would give security, confidence and dignity to associates.

The annual meeting of the North London Pharmaceutical Association and the North Metropolitan Branches of the Pharmaceutical Society and the National Pharmaceutical Union was held on October 19, Mr. G. A. Steel presiding. Officers were elected as follows:—*President and Chairman*, Mr. G. A. Tocher; *Vice-President*, Mr. H. Skinner; *Secretary*, Mr. A. E. Footit; *Treasurer*, Mr. J. J. Tyrrell; *Chairman (N.P.U.)*, Mr. G. A. Steel; *Assistant Secretary (Trade)*, Mr. L. Hayward. An important event was the resignation of Mr. Herbert Skinner from the position of secretary, which he had occupied for twenty-five years. A tribute to his untiring devotion was paid by Mr. G. Weiss, who had worked with him since 1916. In his reply Mr. Skinner reviewed the high standard set by the North London Association since its inception; and firmly believed that there was every reason why they should continue to go forward. Mrs. J. K. Irvine, M.B.E. (a member of the Society's Council and superintendent, South-Eastern Pricing Bureau) gave an address on "How Your National Health Insurance Prescriptions are Priced." Mrs. Irvine reviewed the origin of the pricing offices, and emphasised the importance to the pharmacist of his recognition by the State. She proceeded to describe the details of pricing and the progress of scripts as received from the chemist. She called attention to several points of detail which the chemist often failed to observe. The name of the chemist on the script should be the same as the name given on his invoice and that in the panel list. She suggested that chemists would do well to read their Drug Tariff once a year. If dissatisfaction was felt with certain prices in the Tariff, she asked the chemist to get into touch with the N.P.U. (their contractors) and not to ring up the pricing office. It was important that if oxygen cylinders were retained by the patient for more than two weeks the Insurance Committee should be notified. She remarked on the frequency with which chemists sent their scripts for pills to the wholesaler and then forwarded the invoice for payment, although the rate might be higher than when priced according to the Drug Tariff. Tablets, however, which were not considered an extemporaneous preparation, were priced from the wholesalers' lists. Where the original packing of a proprietary was greater than that ordered, the exact quantity should be supplied and a claim made for the excess at the time of the monthly account and not later. She gave information of a new procedure for dealing with unusual scripts and prices, which were now cleared at once (formerly there was delay). Mr. Skinner opened the discussion by explaining how the right of the Pharmaceutical Committees to negotiate with the Insurance Committees had been delegated to the N.P.U. He suggested that the individual chemist had the best opportunity to advise doctors on irrational prescribing, and deprecated experiments made at the chemists' expense. Mr. Steel criticised the variety in size of bottles ordered, and Mrs. Irvine stated that 80-oz. mixtures were not uncommon. Mr. Browell asked if telephone expenses were allowed if it was found necessary to confirm an illegible script. Mrs. Irvine replied that the illegibility varied with the person reading the script.

Norwich

The following officers were appointed at the annual meeting of the Norwich and District Branch of the Pharmaceutical Society held on October 19: *Chairman*, A. E. Beeston; *Vice-Chairman*, B. W. Dewing; *Treasurer*, J. F. Collin; *Secretary*, W. H. Rudd, 75 Wroxham Road, Sprowston, Norwich. To meet heavy expenses the Branch decided to claim an extra allowance. It was agreed that future delegates to the B.P.C. should receive an allowance towards expenses.

Oxford

Mr. F. W. Yeomans (a member of the Council of the Pharmaceutical Society) gave an address on "Pharmaceutical Matters" at a joint meeting of the Oxford Branches of the Society and the National Pharmaceutical Union on October 20, Mr. J. A. Deacon presiding. Commenting on Sir Humphry Rolleston's recent inaugural address at the opening of the School of Pharmacy in Bloomsbury Square, Mr. Yeomans said that chemists to-day were infinitely better off than their forefathers were. Despite their many hardships, the earlier chemists persevered with their intention to become a separate class of the community, finally gaining state recognition. It was common knowledge to pharmacists, he said, that wrongly compounded drugs are capable of doing damage, and in the public interest he believed that only persons with the appropriate pharmaceutical training should be permitted to dispense medicines. Chemists had no quarrel with doctors, but respected them as a class and individually; they asserted, however, that doctors ought not to dispense as they have not had adequate training in dispensing. It was contrary to public interest, Mr. Yeomans continued, that the man who supplied the medicine should also sign the death certificate. This question of dispensing was more important than the problem of chain stores, which he went on to discuss. We could not check the progress of the stores, but we could use individuality and business acumen to hold our own against them. One way in which the chain store could help the common cause concerned the imminent revision of the contract under the N.H.I. Acts. A motion at present before the Council involved both the Pharmaceutical Society and the N.P.U. It would be wise to use the political influence of the thousands of shareholders in joint stock companies in negotiating the terms of the new contract. If the N.P.U. had the help of the Society and those with vested interests in chain stores, the authorities might be convinced that chemists are inadequately rewarded for their work in the national service.

Mr. Webb asked whether chemists would be able to continue prescribing if doctors gave all dispensing to chemists. Mr. Yeomans replied that already prescribing by chemists had lessened, owing chiefly to the N.H.I. Act, and that it was likely to be still less when the N.H.I. took in higher-paid workers. He said that chemists were on dangerous ground in prescribing, as so often it tended to include diagnosis. Mr. Hepworth asked whether, if pharmacies of the future were so divided that some kept entirely to dispensing, and refused to sell toilet or photographic goods, etc., others who made a speciality of the latter would refuse dispensing. Mr. Yeomans said this would have to be carefully considered. The president spoke of the great loss which the branch had sustained by the death of Mr. Goodall, and all present stood in silence. A vote of thanks was proposed by Mr. Webb.

Taunton

Mr. H. S. Hoyles (Wellington) presided over a meeting of the Somerset Branch of the National Pharmaceutical Union held at Taunton, when Mr. C. J. Yeates (a member of the N.P.U. Executive) gave an address on "Pharmaceutical affairs —National and Individual." Points from his speech were that there was ample remunerative work for every chemist, but that for every chemist's shop there were ten other traders' shops supplying medicine; that a chemist who prepared medicine for grocers to supply was a menace to pharmacy; that a number of chemists standing up for their rights had firmly established the Chemists' Friends movement in a couple of years, the ratio of profit having increased in every instance so far reported. "The C.F. scheme," said Mr. Yeates, "places in our hands the means of securing for chemists their right and privilege of making a decent living by supplying medicine. All that is needed is for chemists to use it." The speaker was plied with questions on the various activities of the Union, and replied in an able manner.

Irish Notes

Belfast

Councillor T. L. Cole, Ph.C., has been placed first on the rota of persons fitted to qualify for the office of High Sheriff of the city.

Mr. Horatio Todd, J.P., Ph.C., was elected a vice-president of the Belfast Chamber of Trade at its annual meeting on October 20.

Belfast and District section of the Institute of Chemistry held their opening meeting of the session on October 22, when Dr. Hugh Graham, A.I.C., spoke on "Some Chemical Activities of Micro-organisms." The nature of bacteria, their position in the living world, and their activities, were explained; and some of the organic compounds produced by them were mentioned and possible modes of formation given.

Miscellaneous

INFIRMARY CONTRACT.—Messrs. Fielding, 66 Patrick Street, Cork, have secured the contract for medicines to the North Infirmary, Cork.

PHARMACIST'S LOSS.—Mr. Robert Andrew, Ph.C., has received many expressions of sympathy on the death of his wife, which took place at Lochlea, Ballysillan, on October 8.

LEASEHOLDERS' PHARMACIST CHAIRMAN.—Mr. W. K. Stack, M.P.S.I., Listowel, was on October 15 elected chairman of the Listowel Branch of the Irish Leaseholders' Association for 1937-38.

CONGRATULATIONS.—At the monthly meeting of Bangor Borough Council on October 20 a resolution was passed congratulating Councillor S. H. Forrest on his election as president of the Pharmaceutical Society of Northern Ireland.

PRESENTATION.—At the offices of Evans Sons Lescher & Webb (Ireland), Ltd., Dublin, Miss B. MacMahon (telephonist) was the recipient of several presentations on the occasion of her forthcoming marriage. Several city pharmacists were present at the presentation.

AGENCY APPOINTMENT.—Mr. Joseph F. Kennedy (secretary, Court of Medical Directors, Apothecaries' Hall of Ireland, 95 Merrion Square, Dublin) has recently been appointed sole agent and distributor in the Irish Free State for Dubuis and Rowsell, Ltd., Duroma Works, Elmwood Road, Croydon, Surrey.

DESIGN IN INDUSTRY.—It is officially announced that the Minister for Industry and Commerce has set up a committee to advise him on matters affecting the design and decoration of articles manufactured in the Irish Free State. Mr. F. H. Boland (Department of Industry and Commerce) has been appointed secretary.

Scottish Notes

Dundee

Dr. David McCall, head of the Pharmacy Department of Dundee Technical College, delivered an address to the Dundee Rotary Club on the history of medicine on October 21. Dr. McCall was at one time an apprentice to William Doig & Sons.

The Dundee, East and Central Scottish Branch of the Pharmaceutical Society held a meeting in Dundee on October 21, Mr. D. Robertson (vice-president) in the chair. Among those present were Mr. James Jack, a member of the Society's Council, and Mr. W. F. M. Bennett, chairman of the North British Executive. Prizes were presented to the successful students attending the evening classes. Mr. J. L. Brown (secretary), who was a delegate to the Liverpool Conference, gave a report. This was followed by a discussion on the matters arising.

Glasgow and the West of Scotland

A meeting of the Paisley and District Chemists' Association was held on Monday, October 18, Mr. Thos. McKim (president) in the chair. Several members took part in a discussion regarding the newly instituted rota for Sunday evenings during winter months and regarding service given on public holidays.

Glasgow Insurance Committee discussed, on October 20, a scheme to provide post-graduate medical instruction for insurance practitioners. By seven votes to six the following resolution was approved:—"That this Glasgow Burgh Insurance Committee, while cordially welcoming the extension of the scheme for the post-graduate instruction of medical practitioners, and approving the principle that National Health Insurance funds should contribute to the cost of such re-education of panel doctors, contends that the scheme should not be administered through the British Medical Association and local panel committees, which organisations represent medical men only, and contain no representatives of insured persons or their employers, whose money is to finance the scheme. Further, the Committee is of opinion that Insurance Committees ought to have been consulted before the Ministers concerned committed their departments to the scheme."

Miscellaneous

FAMILY OF CHEMISTS.—Four members of a Blairgowrie family, ex-Provost Walter Davidson and his three sons, are now qualified chemists.

BURGLARY.—At Buckhaven, recently, James Welsh was fined £2 for breaking into the shop of Mr. James Taylor, chemist and druggist, Sandwell Street, and stealing chemical food and other goods.

Topical Reflections

By Xrayser

Your Report

of the annual meeting of the Pharmaceutical Society of Ireland (p. 480) is stimulating reading. I cannot help contrasting the meeting as reported with that of the older British Society in May, when the Council is elected and members have an opportunity, the only one of its kind, of expressing their views. There is a certain "punch" about the speech of the Irish president, which, I notice, was described as unique. One gathers that those who attended the meeting, the largest for some years, feel that his address had elements in it which were novel and which stimulated thought. The treasurer's report on the balance sheet gives one the good news that the Irish Society is being run on strictly economical lines, as indeed it may well be when the small number of its members is considered. The premises have been rebuilt and the interior repainted: the covering of the floor and stairs has been renewed. I mention these details to show how carefully the finances of this comparatively young Society are looked after; the comparison between it and our own august body with its plethora of wealth and its grandiose dreams of the vast building that will, presumably, rise in Brunswick Square one day, is very marked.

I Look Forward

to the next Council meeting of the Pharmaceutical Society of Great Britain, when we shall no doubt hear something further about the recent proposals regarding National Health Insurance (p. 487). The more I think of it and the more I discuss the subject with pharmacists, the more I come to the conclusion that the proposed committee will not get very far with its work, either independently or in conjunction with the National Pharmaceutical Union. The latter body has the experience of years behind it; it has a grip of the many thorny problems connected with the N.H.I. Tariff and the payment of chemists for the work they do; and it also has the great advantage that contact with the officials at the Ministry of Health gives to its Executive and secretary. Why this sudden burst of zeal? Surely it is not because the members of the Council want something to do. There is quite enough work in front of them, if only to consider the problems suggested at the Liverpool Conference—and I fancy that representatives at Edinburgh next year will want to know what has been done about them. Whether the Society has power to take action in such business matters as the revision of the N.H.I. contract is a moot point.

Legal Reports

Pharmacy and Poisons Act, 1933.—At Richmond, Surrey, on October 21, Mr. James Henderson, M.P.S., Bridge Street, was summoned on three counts in respect of a sale of strychnine in compound syrup of hypophosphites. Evidence showed that the sale was made by an unqualified assistant on unregistered premises. The defendant said he had resigned as a chemist for financial reasons, and was running the shop as a drug store with no intention of selling poisons. In answer to the Bench, he said he had been at that shop a year and a half. When the inspector called he was engaged as a qualified chemist elsewhere. He was fined 10s. on the first summons, £1 on the second, and 10s. on the third, and was ordered to pay £3 3s. costs.

Iodine Preparations in Guernsey.—At the Royal Court of Guernsey, recently, F. W. Woolworth & Co., Ltd., High Street, St. Peter Port, were charged with infringing the local Ordinance relating to the sale of drugs and poisons by having sold a preparation of iodine. Pleading "Guilty" for the defendants, Advocate W. H. Arnold pointed out that when the present manager took office the stock of iodine was in hand. The Procureur agreed that the case could not be regarded as serious. Costs came to £2 5s. 6d., and he moved that, besides paying these, the defendants be mulct in a fine of 10s. The Bailiff remarked that tradesmen coming to the island should make themselves acquainted with its laws. In this case, however, his colleagues on the Bench would probably deem the 10s. fine, with costs, reasonable. The manager was fined accordingly, with costs.

Disputed Agreement: Appeal.—On October 26 a Court of Appeal (the Master of the Rolls and Lords Justices Romer and MacKinnon) heard the appeal of M. Joseph Lesquendieu from the judgment of Mr. Justice Bennett in the action brought against him by J. Lesquendieu, Ltd., restraining him during the operation of an agreement dated March 30, 1926, and made between the parties, from selling or offering for sale or advertising articles of perfumery under the Lesquendieu trade marks and particularly under the name "La Reine des Crèmes" or any other trade mark in breach of the agreement, and dismissing his counterclaim for a declaration that he was entitled to sell the products in question on the ground that the plaintiff company had repudiated or abandoned the licence granted to them by him. Mr. F. R. Evershed, K.C., for the appellant, said the appeal was before the Court on May 25, 1935, and stood over pending the decision in another case. But there was no decision, as the case was settled. Under the 1926 agreement the plaintiff company were to exploit over here preparations made by the appellant's companies in France. Economic conditions prevented the import of the preparations, and the appellant set up a factory at Alperton and sold the products made there to the plaintiff company for re-sale. As the result of another development the plaintiff company discontinued the sale of the goods, and the appellant proceeded to manufacture and sell them himself. The plaintiff company thereupon brought their action and got their injunction, but it had been suspended since judgment.

The Master of the Rolls, giving judgment, said there was but one essential question of fact in the case. It was this: Was a binding agreement entered into between the appellant and the respondents whereby the licence agreement of March 30, 1926, was varied in this way: that the products with which the respondent company dealt were not to be those of the French La Reine des Crèmes Company, but only those of the Alperton factory, which the appellant said was his own property? He (the appellant) said the respondent company were not willing or able to carry out either the original or the varied agreement and that there was no agreement between them. That, said his lordship, depended on whether the appellant could establish that the original agreement was varied by a subsequent one, as he had indicated. Mr. Justice Bennett held that no such agreement had been established. After reading the correspondence and other documents bearing on the question, his lordship said he was satisfied that no such agreement could be inferred, and that it did not exist. Therefore the defence that the plaintiff company had not carried out the agreement fell to the ground. The appeal must be dismissed. Lords Justices Romer and Greer agreed, and the appeal was dismissed, with costs.

Company News

P.C. means Private Company and R.O. Registered Office

Bartons (Upper Norwood), Ltd. (P.C.).—Capital £500. Objects: To carry on the business of chemists and druggists, etc. R.O.: 25 Westow Hill, Upper Norwood, S.E.19.

Bauer, Ltd. (P.C.).—Capital £100. Objects: To carry on business as manufacturers of and dealers in cameras, lenses, photographic materials, etc. The first directors are to be appointed. Solicitors: Buckeridge & Braune, 3-4 Clement's Inn, W.C.2.

Noel Packwood, Ltd. (P.C.).—Capital £500. Objects: To carry on the business of manufacturing, pharmaceutical and general chemists, herbalists, etc. Noel Packwood and Philip L. Hanson-Lester, both of 712 Wimborne Road, Winton, Bournemouth, directors.

Theon, Ltd. (P.C.).—Capital £500. Objects: To carry on the business of manufacturers and distributors of chemicals, cosmetics and chemists' sundries, etc. Theodore D. Parkin, The Green, Southgate, N.14, director. R.O.: 5 Wine Office Court, Fleet Street, E.C.4.

Whittaker Howarth, Ltd. (P.C.).—Capital £600. Objects: To carry on the business of manufacturers of and dealers in soaps, soap powders, bleaching powders, washing materials, etc. The first directors are to be appointed. Solicitors: Reg. Clayton & Co., Market Chambers, Radcliffe.

Surrey Drug Houses, Ltd. (P.C.).—Capital £150. Objects: To carry on business as manufacturers of and dealers in chemicals, drugs, medicines, etc. John T. Cramp, "Russell-oak," Massetts Road, Horley, Surrey, director. R.O.: 10 Station Parade, Balham High Road, S.W.12.

C.E.G., Ltd. (P.C.).—Capital £100. Objects: To adopt an agreement between the Grosvenor Chemical Co., Ltd., and C. E. Griffiths, and to carry on the business of manufacturers of and dealers in chemicals, ointments, drugs, medicines, etc. Creighton E. Griffiths, 33 Romilly Park, Barry, Glam, director.

Egyptian Manufacturing Co., Ltd. (P.C.).—Capital £2,000. Objects: To carry on the business of manufacturers of and dealers in perfumery, oils, soaps, scents, drugs, pharmaceutical specialities, etc. Humbert C. Albini, 83 Avenue Sidky Pasha, Bulkeley, Alexandria, merchant, director. R.O.: 36 Lincoln's Inn Fields, W.C.2.

Filling Machines, Ltd. (P.C.).—Registered in Edinburgh. Capital £6,000. Objects: To carry on the business of makers of and dealers in machines for filling and packing dry goods, powders, liquids and plastic materials, etc. Ian C. Cowan, 29 Falkland Mansions, Glasgow, W.2, chartered mechanical engineer, director. R.O.: North Hillington, Renfrewshire.

A. Boake, Roberts & Co., Ltd.—Notice of second interim dividend of 1½ per cent., free of tax (1 per cent.).

Leslie-Rudemar Complexion Trust, Ltd.—Mr. Justice Simonds, in the Chancery Division, had before him a petition for the compulsory winding up of this company. Mr. Woodgate, for the petitioners, said that his clients' claim had been met and he asked his Lordship to dismiss the petition without costs. Mr. G. Upjohn, for a supporting creditor, said he also had been paid. His lordship dismissed the petition accordingly.

Irish Pharmaceuticals, Ltd.—Mr. P. C. Cahill, M.C.P.S.I., presiding at the fifth annual meeting of the company, held in Dublin, said an important feature of their balance sheet was the existence of assets of £19,800, and these were valued on a strictly conservative basis. At each of the two previous annual meetings they were able to report a substantial increase in turnover, and this year that healthy condition had been maintained to the extent of over £3,000. The articles they manufactured such as, for instance, medicinal preparations, toilet articles and cosmetics, were selling in a competitive market. Additions were made to their buildings during the year, and some of the most modern machinery installed. The present vigorous condition of the company was almost entirely due to their capable managing director. Mr. S. T. McAuley, managing director, moved the adoption of the report and statement of accounts, which were adopted.

Pharmaceutical Society of Ireland

Council Meeting

THE October Council meeting was held on October 12. Mr. J. A. O'Rourke, the retiring president, was in the chair at the outset. Other members present were Messrs. B. P. Hickey, F. J. Fitzpatrick, P. C. Cahill, M. J. Parkes, P. Brooke Kelly, J. V. McKeever, Dr. J. Mitchell, Messrs. M. J. Kieran, J. Gleeson, J. K. Whelehan and J. Duggan. Apologies for inability to attend were received from Miss Flood and Messrs. J. T. Dwyer, P. J. Fielding, D. W. P. Boyd and C. Cremen.

DEATH

Before the ordinary business of the meeting was proceeded with MR. O'ROURKE said it was with very deep regret they had all learned of the death of Sir John Moore, who had been long associated with the Society. Thirty-four years ago he was appointed Government Visitor to their examinations, and during all that time he gave a splendid example of devotion to his task. He was an outstanding man in his profession, and carried out his duties with unfailing courtesy and warm-hearted kindness. It seemed as if he never grew old. Now that he had gone he hoped the late Sir John would receive the reward of those who played the game of life. He was one of Nature's finest gentlemen. MR. O'ROURKE moved: "That the Council of the Pharmaceutical Society of Ireland express their deepest sympathy with the relatives of the late Sir John Moore, for many years Government Visitor to the Society's examinations."

MR. B. P. HICKEY seconded the motion.

MR. FITZPATRICK, associating himself with the motion, said he concurred with the president's tribute to Sir John Moore as one of Nature's gentlemen. On his last visit to the Society's examinations Sir John told him it gave him great pleasure to come there, he was always received with such courtesy. His (Mr. Fitzpatrick's) answer was, "You are the very essence of courtesy yourself, Sir John, and we appreciate very much your visits and kind reports."

MR. BROOKE KELLY said Sir John was one of the finest old men possible. The motion was passed in silence, all members standing.

ELECTION OF PRESIDENT

MR. O'ROURKE said he had great pleasure in proposing the name of Mr. Hickey, who filled the vice-chair with such distinction during the past year, for the office of president. It was scarcely necessary to remind them of Mr. Hickey's admirable qualities. He was a man of kindly, earnest manner, with a sense of humour, high ideals and youthful enthusiasms. In addition to youth Mr. Hickey had wide and practical experience of men and affairs. He began life in the hard school of the Volunteers. He carried on in that school, where the hardships were great, for several years and that at an early age. He (the president) believed that in putting forward his name he was suggesting a man who would carry out the duties of that high office in a very praiseworthy manner.

MR. B. P. HICKEY

MR. GLEESON, seconding the proposal, said that after the fine tribute the president had paid to Mr. Hickey there was little that he could add, except to express his conviction that Mr. Hickey would fill the chair with dignity and distinction. He would like to take this opportunity to pay tribute to Mr. O'Rourke for the dignified and tactful manner in which he filled the responsible position of president during the past year. He was always courteous and patient while in the chair, and ever helpful in trying to reconcile various points of view. During his term Mr. O'Rourke had displayed great energy and industry in the work of the Society, and those who had the pleasure of hearing his address at the annual meeting must have come away deeply impressed by his ability.

There being no other proposal, THE PRESIDENT declared Mr. Hickey unanimously elected president of the Society for the year 1937-38, adding, "I think we all agree we have made a wise choice." Amid applause Mr. Hickey then took the chair and was invested with the badge of office by the outgoing president.

THE PRESIDENT, returning thanks for his election, said he deeply appreciated the honour and the great compliment paid to him that day. He fully recognised the dignity and responsibility of the office. His predecessor had set a very high standard for him to follow, but with their kind co-operation he would do his best to fulfil his duties.

MR. O'ROURKE said he would like to return thanks to his brother colleagues for all the help and co-operation they had given him during his year of office. No body of men could have shown a finer spirit. They were all very patient and tolerant with his shortcomings. In taking his place at the table again he could appreciate much more than otherwise what a fine spirit moved the body of men administering the affairs of the Pharmaceutical Society of Ireland.

ELECTION OF VICE-PRESIDENT

THE PRESIDENT, proposing the name of Mr. Cahill for the vice-presidency, said no words of his could convey to them Mr. Cahill's admirable qualities, or the work he had done for pharmacy in the past few years.

MR. J. K. WHELEHAN, seconding the motion, said he thought he could claim to know Mr. Cahill fairly well. He joined the Council shortly after his (Mr. Whelehan's) co-option, and they both fitted into their grooves. He felt Mr. Cahill was admirably suited to fill the vice-chair. Mr. Cahill was then declared unanimously elected vice-president.

Returning thanks, THE VICE-PRESIDENT said that when he heard some time ago they were considering appointing him to this position he honestly felt surprised, because the Council was mainly concerned with retail pharmacy, and to a certain extent he was a deserter from the ranks. He felt, too, that there were three or four men on the Council of long experience who deserved that honour much more than he did. He hoped their turn would come later. As the proposal was unanimous, he was delighted to accept the office.

RE-ELECTION OF TREASURER

MR. BROOKE KELLY, proposing the re-election of Mr. Fitzpatrick as treasurer, said he had given the Society the benefit of his many years' experience. He could not say everybody knew all Mr. Fitzpatrick had done for the Society, but everybody could appreciate his great work.

MR. O'ROURKE, seconding the proposal, said it would be impossible to get another man who could give so much time and attention to the duties of treasurer as Mr. Fitzpatrick. Amid applause THE PRESIDENT declared Mr. Fitzpatrick unanimously re-elected.

THE TREASURER: Thank you, gentlemen. My intention is to act in the future as I have done in the past. I am very grateful to you.

RE-ELECTION OF AUDITORS

Moving the re-election of Messrs. Davis & Griffin as auditors to the Society for 1937-38, THE TREASURER said the balance sheet presented by this firm was the finest he had ever seen since he came to the Council. It was remarkably clear and precise. THE PRESIDENT seconded the motion, which was passed.

COMMITTEES APPOINTED

The following Committees were elected:—

Schools Committee.—Messrs. D. W. P. Boyd, J. Duggan, J. T. Dwyer, J. Gleeson, P. Brooke Kelly, J. A. O'Rourke, D. Warwick, J. V. McKeever, and Miss F. M. Flood.

Certificates and Declarations Committee.—Messrs. D. W. P. Boyd, C. Cremen, J. T. Dwyer, J. Gleeson, Dr. J. A. Mitchell,

Sir Thomas Robinson, Messrs. D. Warwick, J. V. McKeever, J. A. O'Rourke, and Miss F. M. Flood.

Law Committee.—Messrs. J. A. O'Rourke, C. Cremen, J. Duggan, J. Gleeson, P. Brooke Kelly, Dr. J. A. Mitchell, Sir Thomas Robinson, Mr. D. Warwick.

House Committee.—Messrs. D. W. P. Boyd, J. Duggan, J. T. Dwyer, P. Brooke Kelly, Dr. J. A. Mitchell, Messrs. J. A. O'Rourke, D. Warwick, J. V. McKeever.

Fairchild Scholarship

Mr. Samuel Hogg, M.P.S.I., Shankhill Road, Belfast, wrote stating that as one interested in both Irish Pharmaceutical Societies he wished to ask the Council to back up in some way any efforts to acquaint entrants as to the Fairchild scholarship, which was open to all Ireland.

The Treasurer said he was afraid the conditions of the Fairchild scholarship did not suit their students. The idea of the scholarship was to give students money to pay for their lectures, but their students had already their fees paid by the time they were ready to go for such an examination, and their only idea was to get qualified and earn some money. The age limits and the terms of apprenticeship were against candidates in this country. He personally had left nothing undone, in conjunction with Mr. Smith, their Professor of Pharmacy, to get students to go forward for the examination. He had even coached one of his own apprentices. It was not a question of their students not having the ability to compete, but the fact that the terms of the scholarship made it inapplicable to this country. The letter was noted.

Correspondence

Mr. John J. Gaynor (law adviser) wrote reporting on the cases of Dowling's, Ltd., Edenderry, and of Dowling's Pharmacy, Clara.

Registration Items

The following changes of address were notified:—

Miss A. Maguire, M.P.S.I., Asst., from Dunlo Street to Society Street, Ballinasloe, co. Galway. Miss K. O'Shea, M.P.S.I., from 8 Dolphin Avenue, S.C. Road, Dublin, to Mount Merrion Pharmacy, Stillorgan Road, co. Dublin. Mr. W. Corrigan, M.P.S.I., from Celbridge to The Rectory, Rathmoylan, Enfield, co. Meath. Mr. C. J. Staunton, M.P.S.I., Asst., from 61 Sandford Road, Ranelagh, to 9 Serpentine Avenue, Ballsbridge, Dublin. Mr. E. J. Fallon, L.P.S.I., from 6 Henry Street, Galway, to Connolly's Medical Hall, Westport, co. Mayo. Mr. H. W. A. Sheridan, L.P.S.I., Asst., from Herriott's Medical Hall, Nenagh, to 6 Wine Street, Sligo. Mr. J. Walsh, L.P.S.I., Asst., from Aiden Street, Kiltimagh, co. Mayo, to Medical Hall, Celbridge. Mr. C. H. Williams, L.P.S.I., from 15 Kenilworth Park, Rathgar, to c/o The Premier Drug Stores, Ltd., Bundoran, co. Donegal. Miss A. E. M'Ilroy, R.D., from 72 Cromwell Road to 55 Wellington Park, Belfast. Mr. J. A. Acheson, R.D., from 207 Lorne Terrace, Albert Bridge Road, to 62 Cromac Street, Belfast. Mr. T. J. Watts, R.D., from Spring Place, Gardiner's Hill, Cork, to Leemont, Bellevue Park, Cork. Mr. Adam Mitchell, Asst., from 69 Eccles Street, Dublin, to Rexall Pharmacy, Ballybay.

The following, who submitted Matriculation certificates, were granted Preliminary registration:—Misses M. Banahan, M. M. Dore, B. Farrelly, M. Fitzsimons, A. Flattery, M. J. Higgins, A. M. Hough, M. Kelleher, N. O'Shea, S. T. Rackard, C. Spillane, P. J. Toomey, J. Bourke, A. T. Scully, M. J. Fitzgerald, Messrs. T. F. Corbett, T. J. Bardon, J. J. R. Brogan, J. N. Coleman, E. B. Corbett, J. Cuddy, J. J. F. Donworth, P. N. Greene, J. M. O'Connor, M. J. O'Neill, J. P. Ryan, and D. Slattery.

Reports from Committees

The reports of the House and Certificates and Declarations Committees were approved. The report of the latter Committee stated that twenty-two candidates had entered for the forthcoming Licence examination and one for the Registered Druggist examination.

Deaths Reported

The registrar (Mr. J. J. Kerr) reported on the deaths of Mr. H. I. Gorman, L.P.S.I.; Mr. F. T. Hoey, L.P.S.I.; Mr. T. W. Rice, L.P.S.I.; Mrs. H. C. Mulligan, M.P.S.I.; Miss M. J. O'Regan, M.P.S.I.

Elections and Nominations

The following were elected members of the Society: Miss D. M. Kerrigan, Messrs. T. J. McCabe, D. O'Sullivan, and J. Walsh.

Mr. C. A. Collis and Mr. V. Carney were nominated for membership.

Examination Results

The following are the results of the October Licence examination:—Passed with Honours (arranged alphabetically): Eugene Francis McCaffrey, William Henry Ridd. Passed (arranged alphabetically): Josephine Collins, Thomas G. Greaney, Amy Patricia Kellett, Thomas Michael Nolan.

Personalia

A young man again comes to the chair with the election of Mr. Bartholomew P. Hickey as president of the Pharmaceutical Society of Ireland. Six years ago Mr. Hickey entered 67 Lower Mount Street to sit for his Licentiate examination. To-day he fills the highest office in Irish pharmacy. During the past year Mr. Hickey filled the vice-presidency with ability and distinction, and his promotion to the presidency was the unanimous and popular choice of his colleagues on the Council. A man of quiet but purposeful and earnest personality, the new president has not spared himself in his work to improve not only the professional side of pharmacy but also the trade interests of the profession in the Free State. Mr. Hickey is a Dubliner by birth, and was for a time a student of medicine at the National University. Subsequently he elected to take pharmacy and served his apprenticeship to Mr. E. MacManus, Chapelizod, following which he gained further experience in the South and West. Shortly after qualifying in 1931 Mr. Hickey opened his own pharmacy in the picturesque coastal resort of Rush, co. Dublin, where he has established a sound business. Apart from his capable work on the Council of the Society Mr. Hickey has been one of the most enthusiastic and active of the younger group in the Irish Drug Association, and as secretary of the North Leinster Drug Federation has done much to consolidate and organise the chemists in that area. In the Irish National Movement the president has a fine record of service from 1916 onwards, and at the time of the Truce was Director of Intelligence to the 2nd Dublin Brigade of the Volunteers. He takes a deep interest in the work of the Catholic Young Men's Society, and is chairman of the local branch at Rush. Shooting and the breeding of Red Setter sports dogs are Mr. Hickey's hobbies, and during the past few years he has won many prizes with his entries at Dublin Dog Shows.

Mr. Patrick C. Cahill, who has been elected vice-president of the Pharmaceutical Society of Ireland, has had experience in the retail and the wholesale sides of the business. Mr. Cahill is another young man of moment in Free State pharmacy. His father, the late Mr. Arthur Cahill, was one of the first chemists in Dublin to make efforts to launch native pharmaceutical industries, and this at a time when no tariff protection was available. The new vice-president ably followed the example of his widely respected father when he was one of the pioneers in launching Irish Pharmaceuticals, Ltd. For some years Mr. Cahill ran his own pharmacy at Whitehall, and later decided to go into the wholesale business. The Irish Drug Association, in its work to protect chemists' interests by the creation of an Approved List of Manufacturers and Wholesalers, has few more zealous supporters than Mr. Cahill. As a member of the special Committee he helped to put this policy into effect, and to-day, as chairman of the Wholesale section of the I.D.A., is doing much to further the mutual interests of both sides of the business. He received the highest vote in the recent Council elections, and was unanimously called to fill the vice-chair by his colleagues.

Benzoin: U.S.P. tests.—The specific test for resin has been deleted from the U.S.P. tests for benzoinum, certain samples, presented recently for importation, having failed to meet this test, while other tests have shown them to be unadulterated with resin. Investigations into this discrepancy are being carried out, and a more satisfactory test is being sought.

Factory accidents.—The Home Office has recently issued its annual publication on "Electrical Accidents and Their Causes," the period dealt with being 1936 (H.M. Stationery Office, Form 929, 6d.). Another publication, issued quarterly (3d.), is "How Factory Accidents Happen," being descriptions of certain industrial accidents notified to H.M. inspectors of factories.

Manchester Pharmaceutical Association

THE Manchester Pharmaceutical Association held a meeting at the Victoria Hotel on October 19, the president (Mr. J. W. Wood) in the chair. The occasion was the annual speech day and presentation of prizes to pharmacy students training at the University and at the Colleges of Technology of Manchester and Salford.

MR. H. BRINDLE, B.Sc., F.I.C., presented a report on the work of the Pharmacy Department at the University. During the session they had a full complement of students. In addition a number attended the Inter. B.Sc. course with the intention of proceeding to the B.Sc. Degree in Pharmacy. There were indications that an increasing number of pharmacy students would take the degree course in the future. Mr. J. M. Rowson had been awarded the M.Sc. degree of the University and had also gained the Wild prize for research in pharmacy. Research was being carried out by members of staff in the Department upon synthetic local anæsthetics, the standardisation of aconite root, soft paraffin and ointment bases generally, magnesia mixture, B.P., the keeping properties of vegetable infusions, and the preparation and storage of glycerin of starch. Two papers had been contributed to the Liverpool Conference (on infusions by Dr. Bullock and on compound powder of tragacanth by Mr. J. M. Rowson).

Professor A. D. Macdonald, Professor of Pharmacology, Materia Medica and Therapeutics at Manchester University, presented the prizes to the successful students as follows:—

Silver Medal, presented by Mr. J. Grier for highest aggregate marks in the Final B.Sc. and Ph.C. course—Gerald Woolfe.

Silver Medal, presented by Mr. H. Brindle for the highest aggregate marks in the C. & D. course—Joseph Morgan.

Prize, books value of £3 3s., presented by James Woolley, Sons & Co., Ltd., B.Sc. and Ph.C. courses—Gerald Woolfe.

Prize, books value £3 3s., presented by Hough, Hoseason & Co., Ltd., 1st year course, pharmacognosy and physiology—Joseph Morgan.

Prize, value £2 2s., presented by Oldfield, Pollinson & Co., 1st year course, pharmaceutical chemistry—W. A. G. Kneale.

Prize, value, £2 2s., presented by the president of the Manchester Pharmaceutical Association, 1st year course, pharmaceutics—Ernest Pedley.

Prize, value £2 2s., presented by T. Kerfoot & Co., Ltd., 1st year course, second highest aggregate of marks—B. K. Barker.

Prize, value £2 2s., presented by the chairman of the Manchester, Salford and District Branch of the Pharmaceutical Society. Best student in the Intermediate B.Sc. (pharmacy) course—J. W. Lightbown.

British Pharmaceutical Codex, presented by the Pharmaceutical Society of Great Britain. Best performance by student-associate—L. Warburton.

Prize, value £2 2s., presented by the Salford Pharmaceutical Association. Best student at the Salford Royal Technical College, Preliminary Scientific course—A. E. Gee.

Prize, value £2 2s., presented by the Manchester Pharmaceutical Association. Best student at the Manchester College of Technology, Preliminary Scientific course—J. S. Makin.

Professor Macdonald's Address

PROFESSOR A. D. MACDONALD, in his address to the students, stressed the importance of research. He asked what contribution the isolated pharmacist in retail business or engaged in hospital dispensing could hope to make in the way of research. Lacking the equipment available to workers at universities and colleges of technology, he was assured that pharmacists in retail practice had made notable contributions to research in the past, and he hoped would continue to do so in the future. There were many problems waiting for careful observers. The most important thing was that research led to increase of knowledge. It kept the mind active, cultivated the quality of accurate observation and increased their knowledge beyond the text-books. He congratulated the prize-winners. They had acquitted themselves with distinction, for the classes were large and there was keen competition for inclusion in the honours list. They must not regard their success and qualification as an end; it was only a milestone, for studenthood ought to last through life.

Votes of thanks to Professor Macdonald for presenting the prizes, proposed by MR. J. GRIER, M.Sc., and to the donors of the prizes, proposed by MR. J. H. FRANKLIN, were carried with acclamation.

MR. J. W. WOOD then delivered his presidential address.

President's Address

MR. WOOD said that the destiny of pharmacy was a question which must be constantly in their minds if they wished to advance the status of their calling. To achieve this it would appear that prescribing must be separated from dispensing. This would entail a certain loss of present business. For example, doctors would regard window shows of medicines for common ailments as a trespass on their province, and such shows would have to be discontinued. Chemists would have to realise that all the business they now had could not be retained if the sole right to dispense medicines was given to them. The time for a step of this nature was not yet ripe, owing to the high proportion of pharmacies to the population in this country. In certain Continental countries the position was different. Thus, in Denmark, to each pharmacy there was a population of 9,670; in Czechoslovakia 8,900; and in Italy 4,450. In Great Britain the proportion was 3,000 to each pharmacy. Adoption of the Continental scheme whereby two classes of pharmacies are carried on—the strictly professional type, and the less ethical and more general type—might be worthy of consideration here. It was encouraging to learn that the number of entrants to pharmacy was declining. Not only would this be of benefit to the individual pharmacist of the future, but it would seem to be highly desirable in view of the increasing interest which the public was taking in the promotion of health through a better knowledge of dietetics, and also in the movement for a "fitter Britain," both of which would lead to a decrease in the demand for medicines. He asked pharmacists to give their shops a more professional appearance.

MR. E. CRONIN, as a representative to the Conference at Liverpool, reported on the branch representatives' meetings.

The tennis prizes won during the season were presented to the successful players by the president of the tennis club:—Woolley cup, Mrs. Maskell and Miss Mitchell. Cupal cup, Miss Sweetnam and Mr. Ogden. President's prizes, Miss Johnston and Mr. Chatergee. Captain's prizes, Miss Hughes and Mr. K. C. Chatergee.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary and Year-Book," 1937, p. 338.

(From "The Trade Marks Journal," September 29, 1937.)

"PHAMIX"; for photographic chemicals (1). By I.C.I. (Fertiliser & Synthetic Products), Ltd., Millbank, London, S.W.1. 579,476.

"GROLIME"; for agricultural lime (2). By F. Cooper (Canterbury), Ltd., 2 Beer Cart Lane, Canterbury. B579,145.

Design of trees and man in armour; for agricultural chemicals (2). By Plant Protection, Ltd., Nobel House, Buckingham Gate, London, S.W.1. 579,350.

"BALHUME"; for poultry guano (2). By R. E. Cheesman, Tilsden, Cranbrook, Kent. 579,361.

"OVO-SEDICYL"; "PAR-ISALON"; for medicinal chemicals (3); for medicaments for asthma (3). By Veritas Drug Co., Ltd., 94 Clerkenwell Road, London, E.C.1. 577,352/357.

"SPIROX"; for medicinal chemicals, excluding soap (3). By Aspro, Ltd., Moorgate, London, E.C.2. 578,227.

"STERULE"; for medicinal chemicals (3). By Savory & Moore, Ltd., 61 Welbeck Street, London, W.1. 578,695. (Associated.)

"CARBOMUCIL"; for medicinal chemicals, excluding soap (3). By Norgine Pharmaceutical Products (London), Ltd., Clement's Inn, London, W.C.2. 578,881.

"PERISTON"; for medicinal chemicals (3). By Bayer Products, Ltd., Basinghall Street, London, E.C.2. 578,663.

"BISMODYNE"; for medicinal chemicals, containing bismuth (3). The Dubarry Perfumery Co., Ltd., Goldstone Laboratories, Hove. 578,965.

"FOLESTRIN"; "GLANULE"; for oestrus-producing hormones; for medicinal chemicals (3). By Armour & Co., Ltd., St. Martin's-le-Grand, London, E.C.1. 579,367/368. (Associated.)

Camphors Compared

THE comparative pharmacological behaviour of natural and synthetic camphors has been examined by B. V. Christensen and H. J. Lynch ("Journal of the American Pharmaceutical Association," 26, 9, 786). Relative toxicities and heart action were investigated by means of a series of experiments on animals. In the first, the two varieties of camphor were injected (in the form of a 20 per cent. solution in olive oil) under the skin of the back or flank of white rats. The experiments revealed no qualitative difference in effect upon the central nervous system but a difference of dose from 1.7 mgm. of synthetic to 2.2 mgm. of natural camphor per gm. of body weight. In order to test the action on normal frog heart, one c.c. of 1:1000 solution of each variety of camphor in 0.6 per cent. sodium chloride solution was dropped on the exposed heart at intervals of fifteen minutes. Synthetic camphor was found first to decrease and then to increase the amplitude of beat, the later increase not amounting to a full return to the previous level. As the experiment proceeded, the rate of decrease lessened. The authors found that natural camphor had some, though a less pronounced, effect on rate and amplitude. Perfusion of isolated rabbit heart with varying concentrations of synthetic camphor was found to produce an immediate increase in rate of flow and coronary output but a distinct fall in amplitude of beat. Replacement of the synthetic camphor solution with Ringer's solution produced a decrease in the rate of flow to the normal level or even below. All concentrations of natural camphor, when perfused through the isolated rabbit heart, produced an immediate and proportionate increase in rate and decrease in amplitude, replacement of the solution with Ringer's solution bringing about recovery from the diastolic to the systolic direction. Increase in coronary output, which followed perfusion with all concentrations, was succeeded by a gradual fall to below the normal.

Comparative Experiments

Synthetic camphor is thus seen to have a similar qualitative action to that of natural camphor on the perfused isolated mammalian heart, but a more powerful effect. In experiments upon the action of camphor on the mammalian circulation and respiration, cats anæsthetised with urethane (0.9 gm. per kilo orally) were given intravenous doses of 5, 10 and 20 mgm. of synthetic camphor in a 1 or 2 per cent. solution in olive oil per kilogram of body weight. The five mgm. injection caused a preliminary fall in blood pressure ranging between 2 and 8 mm. of mercury in from one to three minutes. The ten mgm. injection produced a similar, but more pronounced, effect and the 20 mgm. a marked fall (31 to 100 mm.) in from one to three minutes. This was followed in all cases by a rise, but after thirty minutes the level remained considerably below the original. The effects of similar doses on heartbeat were: From the first, a slight fall followed by a gradual rise at the end of thirty minutes to from twenty-one to thirty-three beats above normal; from the second, somewhat anomalous results; and from the third, an immediate and marked fall followed by a gradual rise to normal or slightly below it. Respiration after the first injection underwent an immediate increase in rate, which subsided gradually but was still above normal at the end of thirty minutes, the larger doses producing proportionately greater and more prolonged effects. Natural camphor, tested under identical conditions, was found in each instance to give similar qualitative results that were of lower quantitative effect. The authors conclude that the substitution of synthetic for natural camphor in its medicinal applications appears logical and justifiable from the experimental evidence obtained.

Business Changes

NOEL PACKWOOD, LTD., are Bournemouth's latest chemists, with premises in Exeter Road.

SAVILLE PERFUMERY, LTD., have removed to new premises at 124 Rickmansworth Road, Watford, Herts. Telephone: Watford 5227.

MR. H. PROCTER SMITH, chemist and druggist, has taken over Hampden Square, Southgate, London, N.14, branch of Mr. H. E. Bailey, chemist and druggist, and will trade there under his own name.

Magnesium Trisilicate

FURTHER investigations into the properties of magnesium trisilicates are reported in the "British Medical Journal" (4006,735) by Dr. N. Mutch. Since this worker published an account of his original findings, summarised in the *C. & D.*, 1936, I, 260, many commercial varieties of so-called magnesium trisilicates have been marketed, several of which have failed to conform to the composition of the theoretical formula. Chemical analysis, it appears, fails to distinguish between silicates of the same constitutional formula, whereas physical analysis, e.g., with the diffraction radiograph, throws much light on the problem. Thus hydrated magnesium trisilicates occur as sepiolite No. 1 and No. 2, both of which have the composition $2MgO.3SiO_2.2H_2O$. They are structurally different, and each shows a characteristic diffraction radiograph. The author describes the composition of medicinal magnesium trisilicate as $H_4Mg_2Si_3O_{10}$ with a diffraction radiograph of sepiolite No. 1 or of No. 2, and points out that it is not a "precipitated magnesium silicate," which precipitates are variable gels. Synthetic magnesium trisilicate is a chemical entity built up from its component parts.

An analysis, including antacid values, adsorption, loss on ignition, magnesium-silica ratio of the different brands of magnesium trisilicate has been made and recorded. Mutch has found that the variety of true artificial sepiolite No. 1, used throughout his work, is capable of maintaining complete control of gastric acidity, samples of gastric contents tested having proved to be entirely free from hydrochloric acid for several hours as a result of regular doses of it. Following this initial immediate neutralising action of the trisilicate, the secondary effect persists for more than an hour. As the substance is non-poisonous, an adequate dose can be given to allow for any loss through the pylorus.

An important point about magnesium trisilicate is that it does not produce alkalosis. This condition is caused by absorption of soluble alkali when given in excess of the amount required to neutralise the gastric acidity at that time. Another cause is the loss of acid neutralised by an antacid unless the basic substance which removes the acid has been metabolised, or unless it is reprecipitated in an insoluble form in the small intestine.

Chemical Data

When magnesium trisilicate is given and the gastric acid is neutralised, magnesium chloride is formed. Magnesium is reprecipitated as an insoluble hydroxide in alkaline medium, and is thus prevented from upsetting the internal acid-alkali balance. Being insoluble and neutral, any unutilised excess of trisilicate does not increase the alkali reserves of the body. These deductions have recently been confirmed by tests on blood and urine.

In certain individuals magnesium trisilicate produces a laxative action. This is due to an osmotic action of the magnesium chloride acting as a saline aperient in the gut. Apart from personal susceptibility, there are several factors which are concerned with the varying laxative effect: the amount of magnesium chloride formed—dependent of course on the dose of trisilicate given and the amount of acid present—and its rate of flow through the pylorus; the proportion of magnesium chloride remaining in solution, which depends on the extent to which much magnesium hydroxide and carbonate are precipitated by alkaline pancreatic secretion; and the amount of soluble magnesium salts formed by the action of any acidity on the magnesium hydroxide and carbonate in the lower gut, which would produce further osmotic effect. It is found that the laxative effect of the trisilicate can be overcome by the concurrent administration of some adsorbent such as charcoal or kaolin, or constipating antacid such as chalk.

LADY LEVER ART GALLERY.—A programme of Sunday lectures and concerts and of week-day lectures for the period October 1937-March 1938 has been issued from the Lady Lever Art Gallery.

DOCTORS PREFER BRANDS.—"Approved specifics for internal and external application are sold under easily recognisable brand names at any chemist's shop. They are a necessary part of your health campaign. . . ."—"A Medical Correspondent" in "The Daily Mail."

Trade Notes

GLASS DISPLAY COUNTERS in polished light oak framing and mahogany finished are obtainable from F. G. How & Co., Ltd., 27 Fore Street, London E.C.2.

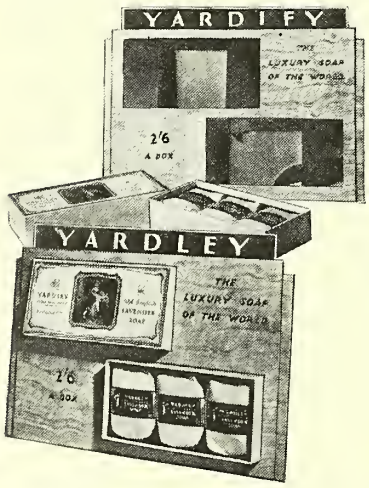
A CONVENIENT AMPOULE PACK.—A double-lidded stout carton containing twelve ampoules is adopted for Sterules of various medicaments issued by W. Martindale (Savory & Moore, Ltd.), London, W.1. When both lids are fully turned back the ampoules stand erect, each in a separate nest. The range of Sterules was on show at the London Medical Exhibition. (Report in last week's issue of the *C. & D.*, p. 493.)

STREPTOCIDE (*p*-aminobenzensulphonamide Evans).—A further reduction in the prices of this product is announced by Evans Sons Lescher & Webb, Ltd., 56 Hanover Street, Liverpool.

CHICK TESTED COD-LIVER OIL.—The British Cod-Liver Oil Producers (Hull), Ltd., St. Andrew's Dock, Hull, have published an interesting brochure describing the method adopted in testing Sol-Vit-Ax cod-liver oil on chicks as well as on rats. This dual test gives an assurance not only of the quantity of vitamins but also of the quality or feeding value. Among the illustrations appearing in the booklet is a vitamin-feed index which shows the typical response of day-old chicks to Sol-Vit-Ax cod-liver oil at different feed levels starting from the tenth day. Copies of the brochure may be obtained on application.

ARMOUR PRODUCTS.—Armour & Co., Ltd., St. Martin's-le-Grand, London, E.C.1, announce the addition of two new preparations to Glanoid medicinal products of animal origin. These are suprarenal concentrate capsules and Salfel bile salts tablets. Glanoid suprarenal concentrate capsules contain a special extract of the gland and are said to be of special value in allergic conditions. These capsules are issued in bottles of 25, 50 and 100 in 2-grain strength. Salfel tablets present sodium glycocholate and sodium taurocholate in the proportions in which they are present in fresh bile. They are issued in bottles of 100 tablets of grain 1 and grain 3 strengths.

YARDLEY'S NEW DISPLAY STAND.—Illustrated is the new lavender display card introduced by Yardley & Co., Ltd., 40 Piccadilly, London, W.1. The background is an imitation wood grained effect, which is obtained by a special process, and the letter-has been cutter-crushed in. The upper aperture carries the lid of the Yardley soap carton, and the lower carries the actual carton containing three tablets of soap. The strut at the back—besides acting as such — automatically locks the carton and lid into their correct display positions.



DRUG GRINDING CHARGES. — Whiffen & Sons, Ltd., Carnwath Road, Fulham, S.W.6, have notified the trade that as from November 1 their charges for grinding all mill goods will be advanced by 10 per cent. The advance is due to the increase in factory expenses and cost of plant.

SCIENTIFIC GLASS.—A useful brochure on laboratory and scientific glassware is issued by The Scientific Glass Blowing Co., 12-14 Wright Street, Oxford Road, Manchester, 15, who are expert in the manufacture of all kinds of specially designed apparatus.

BONUS OFFER CONTINUED.—The British Rodent Exterminator Co., 46 Hawkhurst Way, West Wickham, Kent, inform us that their special bonus offer of fourteen to the dozen is open for five more days. We are asked to point out that Vexterm rat biscuits are ready baited and are safe to use.

MACLEAN BRAND STOMACH TABLETS.—A new pocket tin of Maclean stomach tablets has been introduced. It contains twenty-five tablets, and can be carried easily in vest pocket or bag. Chemists are invited to write for particulars of best direct-buying terms to Macleans, Ltd., Great West Road, Brentford, Middlesex.—The directors of Macleans, Ltd., announced in last week's *C. & D.* that there has been no change whatsoever in the ownership of the company's ordinary shares, and that no sale is contemplated. The management of the company remains in the hands of the directors whose names appear on its official notepaper.

NU-NAIL.—Duke Pharmaceutical Co., Ltd., 123 Duke Street, Liverpool 1, have sent us a sample card holding one dozen of their Nu-Nail beautifier, and this is shown in the illustration herewith. Nu-Nail is a cream-like preparation. Applied to the nails by a damp brush, the lather formed removes stains, prevents brittleness, and softens the cuticle.

OPENING A BUSINESS.—Ayrton, Saunders & Co., Ltd., Hanover Street, Liverpool, have issued a new edition of their publication entitled "A New Pharmacy." This volume is of special interest to any chemist opening a new pharmacy, since it contains stock-order lists of drugs, packed goods, pills, tablets, proprietaries and equipment. It is stated that in the company's experience a pharmacy can be fitted out moderately well for £200 and extremely well for £300. A copy of "A New Pharmacy" is obtainable free on application.

NEW MANDELIC ACID PRODUCT.—The British Drug Houses, Ltd., Graham Street, City Road, London, N.1, have introduced Mandecal, which is the name applied to compound calcium mandelate, B.D.H. Mandecal has been introduced to meet the needs of patients who are nauseated by prolonged treatment with Mandelix (elixir of ammonium mandelate, B.D.H.), which, however, produces optimum effects in the treatment of urinary infections, and at the same time is acceptable to the majority of patients. Mandecal is equally effective therapeutically. This new product is readily miscible with water, with which it forms a uniform and palatable suspension. A booklet has been prepared explaining the uses of Mandecal, and copies may be obtained on application.

MULTI-FORM DISPLAY STAND.—New materials and a novel principle are embodied in Permastand, a display stand issued by Permastic, Ltd., Woodham Works, New Haw, Weybridge, Surrey. The stand consists of forty-two component parts (five sheets or shelves, eleven tubes of varying length and diameter, and four chromium-plated rods of graded lengths) which can be dismantled and put together again in a number of different arrangements, limited only by the ingenuity of the user. Each set comprises pieces in any two of a range of five artistic colours: alabaster, jade, turquoise, Chinese-lacquer red, or black onyx. The material is a variety of cast resin, which is attractive on account of its texture and surface as well as its colour, and as it is permanent, washable, almost unbreakable and impervious to acids, spirituous preparations and grease it is especially suitable for chemists' display purposes. An impression of the constructional possibilities of the Permastand may be gained from illustrations appearing in our advertisement pages.

Births

Notices for insertion in this column must be properly authenticated.

NEEDHAM.—At Cromwell Grove, Levenshulme, Manchester, on October 10, Nancy, wife of George Needham, M.P.S., of a daughter.

Marriages

ROWSELL—NORTON.—In London, on October 23, Philip F. Rowsell, member of the Council of the Pharmaceutical Society, Nutbrook, Exmouth, to Florence Mary Norton, widow of the Rev. Walter Norton, Exmouth.

RUTHERFORD—MAHOOD.—At Ekenhead Presbyterian Church, on September 22, William McAuley Rutherford, M.P.S.N.I., to Mary Adelaide Mahood.

THOMAS—HOLT.—At Holy Trinity Church, Aberystwyth, on October 6, Richard Evans Thomas, M.P.S., to May Holt.

Deaths

BARKER.—Recently, Mr. Robert Harold Barker, M.P.S., the Hollins, Garstang Road, Poulton, for twenty-two years in business at Patmos, Todmorden, aged fifty-one. Mr. Barker was formerly president of the Todmorden Chamber of Trade and a Past Master of the Prudence Lodge of Freemasons.

BARRON.—At his residence, 14 Hopefield Avenue, Belfast, on October 21, Mr. Robert Barron, Ph.C. For many years Mr. Barron had a pharmacy in Antrim Road. In 1927 he was appointed by the Board of Guardians as compounder at the North Queen Street dispensary, and he held this position until 1936, when he retired owing to ill health. He is survived by a widow.

CROOK.—On October 22, Mr. Walter J. Crook (Walter J. Crook, Ltd., 9 Botolph Lane, London, E.C.3), aged seventy-nine. For over sixty years Mr. Crook had been connected with Walter J. Crook, Ltd. (previously Chester, Holland & Crook), whose business is principally in fine chemicals. Every Wednesday he attended at the Royal Exchange for more than forty years, and he will be greatly missed on account of his courteous personality and his general knowledge of the chemical trade. Mr. Crook was a good sportsman, a fine shot and an all-round athlete.

MURISON.—In a Glasgow infirmary, on October 5, Mr. Sydney John Falconer Murison, M.P.S., formerly in business as a chemist and druggist at 94 Stockwell Street. Mr. Murison qualified in 1915.

REES.—At his home, 24 Huntley Road, South Norwood, London, S.E., on October 26, Mr. Harding Rees, aged eighty-six. Mr. Harding Rees was in business as a chemist and druggist at 31 High Street, South Norwood, for fifty-two years. He is survived by three daughters and a son, Mr. H. Miles Rees, Ph.C., Anerley, S.E.20.

RUTTER.—At 428 High Street, Winsford, Cheshire, recently, Mr. James Rutter, M.P.S., founder of Rutter & Sons, Ltd., chemists, Winsford, aged sixty-seven. Mr. Rutter served for many years on the Cheshire Pharmaceutical Committee and on the county Insurance Committee. He is survived by his wife and three sons.

SMITH.—At Retford, on October 11, Mr. Rowland Smith, chemist and druggist, aged sixty-five. Mr. Smith was in business at 32 Market Place, Retford, until 1912, after which he devoted his time to the manufacture of aerated waters. He leaves a widow.

STOTT.—On October 21, Mr. James Herbert Stott, M.P.S., a director of William Ransom & Son, Ltd., manufacturing chemists, Hitchin, aged forty-one. Mr. Stott, who was a son of the late Mr. James Stott, of Pinkerton, Gibson & Co., wholesale druggists, Edinburgh, was educated at Daniel Stewart's College, Edinburgh, and qualified from the Edinburgh Royal Dispensary. He gained experience with Pinkerton, Gibson & Co. and H. C. Baildon & Son. Before qualifying in 1919 he was on active service in the 3rd Division in France, and held a commission in the Royal Field Artillery ; he rose to the rank of captain, was mentioned in dispatches, and was wounded. In 1920 he joined the staff of J. F. Macfarlan & Co. in London, remaining there until the end of 1925, when he was appointed a director of William Ransom & Son, Ltd. Mr. Stott leaves a widow and a son.

THOMPSON.—In Londonderry, on October 24, Mr. John Thompson, Ph.C., Richmond Crescent, aged seventy-one. Mr. Thompson was apprenticed to the late Sir William Baxter, Coleraine, and went to Londonderry in 1889 to join the staff of Robert Smith & Co., Foyle Street. Some five years ago he retired, but continued to fill the position, which he had held for a long time, of dispenser to the Board of Guardians. In an interview published in THE CHEMIST AND DRUGGIST, 1935, I, 708, he gave some interesting reminiscences of the Londonderry of fifty years ago. Mr. Thompson, who was much esteemed in the city, is survived by two brothers and a sister.

WILCOCK.—Recently, Mr. James William Wilcock, M.P.S., 23 Haslemere Avenue, Bridlington, aged eighty. Mr. Wilcock commenced business in High Street fifty-one years ago, and later transferred his business to the corner of Wellington Road and Prospect Street. He was a member of Bridlington Town Council for seven years.

Personalities

LORD SOUTHWOOD is the new president of the British Advertising Association.

ALDERMAN E. A. ONYON, M.P.S., Eye, is Mayor-elect of the borough. This will be the sixth occasion on which he will have held the office of chief magistrate.

MR. LEOPOLD BARNATO, M.P.S., A.R.P.S., has just completed his second publicity film. Entitled "A Cruise to Norway in the 'Viceroy of India,'" the length is approximately 1,350 ft, and projection takes about fifty minutes. The 16 mm. Kodachrome colour process was used.

MR. F. E. SCHOFIELD, M.P.S., Morpeth, has been in the same business premises in Newgate Street for over seventy-two years, having been apprenticed there to Alderman J. Hood on January 9, 1865. Mr. Schofield, who qualified in 1877, has led a very active life and still attends business nearly every day. Mr. and Mrs. Schofield celebrated their golden wedding three years ago.

MR. E. D. BARCLAY, M.C., B.A., is retiring from the board of Southall Bros. & Barclay (1935), Ltd., Birmingham, at the end of October. The youngest son of the late Sir Thomas Barclay, Mr. Barclay was at Cambridge University when the War broke out, and between then and 1917, when he was so severely wounded that one of his legs was amputated, he saw service in Mesopotamia and France. Mr. Barclay will retain his directorship of Southalls (Birmingham), Ltd.

Coming Events

Tuesday, November 2

Pharmaceutical Society, Birmingham and District Branch (Scientific Section), Imperial Hotel, at 8.30. Inaugural meeting. Lecture by Mr. E. G. Thorne on "The Pharmacists' Part in Modern Diagnosis."

Wimbledon and District Pharmacists' Association and Branches, Wimbledon Town Hall, at 8.30 p.m. Address by Mr. W. W. Wakefield, M.P., on "Physical Fitness."

Wednesday, November 3

Cardiff and District Pharmacists' Association, Barry's Hotel, Cardiff, at 8 p.m. Smoking concert for male members.

Thursday, November 4

Pharmaceutical Society, Reading Branch, Great Western Hotel, at 8 p.m. Meeting.

Western Pharmacists' Association, and National Association of Women Pharmacists, Stewart's Restaurant, 50 Old Bond Street, W.1, at 8.30 p.m. Joint meeting.

Telegrams: "Atoleine Sedist, London."

Telephone: Bermondsey 1141

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THE MOST SATISFACTORY MODERN REMEDY FOR COLDS

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"VITAMIN TESTED YEAST"

Yeast specially prepared for medicinal purposes

GUARANTEED ABSOLUTELY PURE

MIDGLEY & PARKINSON, LTD.

Warren Works, Pudsey, LEEDS

Make your own **SHOWCARDS, PRICE TICKETS,** &c. with the

'UNO'

PEN STENCIL OUTFIT

Send for full particulars of this inexpensive but useful outfit

A. WEST & PARTNERS

91 PETTY FRANCE, WESTMINSTER, S.W.1

THE PHOTOGRAPHIC CHEMIST. Price 3s. 8d.
PRACTICAL METHODS OF URINE ANALYSIS. Price 4s. 3d.
PHARMACEUTICAL BOTANY. Price 5s. 4d.

NOT SUBJECT TO POISON REGULATIONS

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AFRICA HOUSE, KINGSWAY, LONDON, W.C.2

EXTRA RECTIFIED **ALCOHOL** FOR **PERFUMERY**

Write for Prices

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"They shall grow not old, as we that are left grow old:
Age shall not weary them, nor the years condemn.
At the going down of the sun and in the morning
We will remember them."

By wearing Poppies on Remembrance Day we keep green the memory of those who died. Of those that are left, thousands to-day are sadly handicapped by age, sickness, and the strain of the War years. Their need is the personal responsibility of each one of us.

Please help the British Legion to deal adequately with the increasing need of ex-service men and their families by giving more than ever before for your Poppies on

POPPY DAY

Nov. 11

DONATIONS will be thankfully received. These should be sent to the local Poppy Day Committee: or to Captain W. G. Willcox, M.B.E., Organising Secretary, EARL HAIG'S BRITISH LEGION APPEAL FUND, 29, Cromwell Road, London, S.W.7. Ladies willing to sell Poppies are asked to communicate with their local Poppy Day Committees, or with the Headquarters of the fund. Their help will be of the greatest value.

Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

B/27. Leo brand Vapourine
M/27. Novoplast
S/21. Obturatin (injection treatment for hernia)
S/21. Pina-mestre
B/27. Tritonic phosphate tablets

THE

CHEMIST AND DRUGGIST

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Empire Poisons Legislation

THE Government of New Zealand has issued new poisons regulations which came into force on September 1, 1937. Details will be found in this issue (p. 115), and it will at once be seen that they are modelled on the Poisons Rules now in force in Great Britain. Though certain differences are worthy of commendation, the regulations are nevertheless, exceedingly complicated, and without some help in the form of a "poisons guide," it is difficult to see how the pharmacists in New Zealand will be able to comply with all that is required of them. One of the important departures from the Poisons Rules in Great Britain relates to restricted drugs, namely, "chlorodyne and similar substances containing more than 0·1 per cent. of morphine and less than 0·2 per cent. of morphine," and it is interesting to note that this is the only restricted drug which can be prescribed by a veterinary surgeon. The entries in regard to strychnine in the schedules are qualified by "except substances containing less than 0·2 per cent. of strychnine."

Regulations on labelling and transport contain a number of points of interest to British exporters, since not only are Gothic capitals prescribed but the size of the letters is also stipulated. In Regulation 6, which deals with packing and storage, definitions are laid down in regard to poison bottles, which must be embossed on at least one-half of the outer surface with narrow vertical fluting, or ribs, netting or points or other similar marking readily recognisable by touch; the colour must be dark blue, dark green or amber; and in all cases of an approved type. The containers known to bottle manufacturers as "star," "hexagon," "lysol," and "round" poison bottles complying with the foregoing requirements are deemed to be approved. An interesting Regulation, 6 (6), states that, "no person shall pack or store in a collapsible tube any poison or poisonous substance intended for sale as vermin exterminators." An innovation is contained in Regulation 6 (8), since this virtually makes the public responsible in certain cases of poisoning. The regulation reads as follows:—"No person in possession or charge of any poison or poisonous substance shall put such poison or poisonous substance in any cupboard, box, shelf or other place of storage in which articles of food or of drink are stored or kept for ready use, or in any place to which young children may have ready access, nor shall any person pack or prepare for use any poison or poisonous substance in any room or on any table or bench used for the purpose of packing, preparing, or consuming any food or drink."

New Zealand is thus the first country within the British Empire to introduce legislation based on that of Great Britain, but the deviations from the Poisons Rules in force at home will make it difficult for manufacturers and exporters of poisonous substances to do business with New Zealand. We have commented already on the lost poison trade in this country so far as chemists are concerned, and if the regulations in various parts of the Empire become so different and so intricate it may soon be a case of the lost poison trade where the wholesale trade is involved. In view of the state of affairs which seems foreshadowed by examination of these regulations the question arises as to whether it is not time for restrictions relating to the supply and sale of poisons to be identical throughout the Empire, with only minor variations for local conditions.

Synthetic Ephedrine

IN our issue of July 31 last (p. 123) we referred to the breakdown in shipments of Ephedra Herb, from both Spain and China and, in consequence, the much firmer tone in ephedrine hydrochloride. At that time it was plain that sales prices were certain to go very much higher and a world shortage of this comparatively new medical product was something more than a possibility. The sales prices for the hydrochloride were then 4s. 9d. to 5s. per oz.; recently over 21s. per oz. is reported to have been paid and the current quotation is about 19s. to 21s. per oz. according to seller and quantity. There is no doubt that consumers of the hydrochloride were very disturbed as to the prospects of future supplies and, on that account, although famine prices were being asked, they appear to have bought rather more heavily than they would have done under normal conditions. Certainly the demand in this country, America, and in most European countries was persistent and abnormal. This anxiety on the part of the consumers was the main factor for the rapidity with which prices were rushed up to their present high level. The position, at least as regards supplies and, possibly, values is now tending slightly easier. Recent reports indicate that fresh bulk supplies of the raw material are available; whether shipment can be effected is perhaps another question. Apparently there are hopes that supplies of the raw material may be obtained from Spain and even China, in which case prices for the salts will decline.

The main factor, however, that may ease the position is the introduction on the market of a synthetic hydrochloride. In some instances it is possible to distinguish the synthetic product from that manufactured from the crude drug but, it is reported, one source is now offering a synthetic ephedrine hydrochloride which, it is claimed, complies in all respects to the B.P. specification, including that of optical rotation. This claim has, we are advised, been tested in London and proved to be correct. It cannot, of course, be described or sold as "B.P." While there would appear to be no legal obstacle to its free use as a substitute for the

B.P. article, the manufacturing consumers will require to satisfy themselves that the replacement of the B.P. hydrochloride by this synthetic product will not affect the value of their products, therapeutically or in any other way.

Under the present abnormal circumstances it may be that this synthetic product will meet a difficult position and that the immediate future values of the B.P. article will largely be governed by the sales prices of the former. The cost of production of synthetic ephedrine hydrochloride is, it is understood, much more than the normal market value of the B.P. product; its introduction on the market is, therefore, of a temporary character. The holders of purchase contracts of B.P. ephedrine hydrochloride, against which deliveries have yet to be made will, it seems, have to rely on the integrity of their sellers that they receive goods of the description specified in their contracts.

Future of Private Trading—III

By Martin L. Daniels

A FURTHER CONTRIBUTION on this topic is suggested by the mass of correspondence and Press cuttings which continue to reach me from many parts of the English-speaking world, and also from several countries in Europe. There is no doubt that the future of the independent retailer has become a question of prime importance, as a subscription to a Press-cutting agency very quickly proved. A perfect avalanche of newspaper and magazine articles descended upon me, and it is gratifying to find that this subject is attracting such world-wide attention. Indeed, the most encouraging feature of this problem is that it is being discussed seriously—on the air, in at least four houses of parliament, in the daily and magazine Press, at rotary club meetings, and by many chambers of commerce. The facts need ventilation ; the business community requires information ; and the public, who, after all, come into the picture very prominently, are entitled to state their point of view.

After sifting a great pile of papers on the matter under discussion, the present writer has come to the conclusion that the majority of independent retailers are not altogether in sympathy with the efforts of their would-be friends in endeavouring to start organisations for the " protection " of the individual shopkeeper. Many articles in the Press have had as their title " The Preservation of the Private Trader " or " A Safeguarding Measure for Small Shops," and it seems to me that this is not the best kind of approach ; we need not at this moment discuss suggested legislation to bring about the limitation of shops or proposed retributions on the development of chain store trading, for the simple reason that in Great Britain, at any rate, no such legislation is possible for the present, and I feel that the majority of retailers do not require " Preservation." They would rather face the facts as we find them to-day and put their own establishments in order ; indeed, no less an authority than Mr. C. L. Butchers writes all the way from Australia bluntly asking me to state ways and means for the individual man to meet store competition. Mr. Butchers, of course, knows far more about this question than any other investigator in the world, but we share one thought in common: the welfare, the happiness and the future of our individual pharmacist friends is the dominant motive in our lives.

A Terse Statement

I cannot get out of my head one sentence in a magazine article that reached me recently: " If a man can make one pair of shoes, he can make many." Apply that simple terse statement to your retail sales and you have the problem in a nutshell ; because if we look at the departmental stores, what do we find? A reversion to the elements of salesmanship. The large chain stores have not built up a new method of selling, but they have stripped retailing of a great variety of artificial trappings that it gathered to itself through years of fierce competition between individual traders, and discarded everything that did not seem to be essential. The public have been given something they crave for—speedy shopping facilities, the faster the better ; a large array of merchandise thrust right under their noses with a take-it-or-leave-it attitude ; warm cheerful places to shop in ; all goods carefully priced ; but at the same time a store service that invariably suggests something lacking. With few exceptions the assistants in these large stores have no more than a superficial knowledge of the goods they are handling, and are so accustomed to high-speed serving that they cannot or do not express a fraction of the personal interest that is shown in the individually owned stores. Here is where the pharmacist—recognised by the business community of the whole world as the retail dealer who gives the very finest service—comes into the picture, with profit to himself and considerable satisfaction to the customer. Give the public the speedy service they seem to like, *plus* a touch of personal understanding and interest, and the pharmacist can hold his own every time. It is unfortunately true that too often we can step inside a pharmacy and find no one appearing behind the counter for a few minutes ; and I am convinced that most pharmacies in Great Britain are seriously understaffed. The manager of a company establishment is far better off in this respect ; he does not have to spend valuable time during the mornings interviewing travellers, and receives expert assistance in advertising and window dressing, whereas the individual chemist frequently does everything for himself and keeps his own books in addition. The result is that he has no time for creative work, and perhaps that is the reason why in the month of October 1937, after a few nights of frost and cold, one pharmacy I visited still had a full window display of photographic goods and fancy boxes of soap. Yet in this same street there was an imposing show of hot water bottles, cold and influenza mixtures, malt and oil, and all the goods one usually associates with early autumn display.

Ways of Securing More Business

Years ago we were told that there are only two ways to secure more business: (1) sell more goods to your present customers ; (2) sell new goods to new customers. To-day it is still true that an alert, energetic individual with a modest capital and a good sense of imagination and observation can develop a personal business in spite of all the chain competition. No one knows better than the chain-store proprietor the disadvantages of modern store service compared with the personal touch of the individual chemist ; yet we know the greatest strength of the individual man can also prove the greatest weakness, and I have often wondered what would happen if 100 drug trade travellers got together and started a free discussion on their various clients from the point of view of how they are meeting competition. As onlookers, they see most of the game ; and they would, I think, be able to tell us that those who are best meeting all competition are the retailers who can be seen at nine o'clock in the morning right behind their own counter ; men who realise the full value of an individual name over their doorway, and who believe in getting away from the " sixpenny complex." They would, I am sure, have something to say about the chemist's assistants, because whilst we know that pharmacy assistants are often alert and enterprising salespeople, there is great room for improvement. Only a few weeks ago I was talking to a chemist friend, and two ladies in succession had to ask " Haven't you a size larger? " The young lady in this shop was perfectly charming in appearance and manner, but she looked very crestfallen when two customers in a few minutes had to ask for larger sizes. The chemist who takes his staff into his confidence and arranges staff meetings to discuss selling problems will soon find an improvement in business. Customers are sympathetic and appreciate suggestions offering economy and value, and assistants can help materially in evolving a selling technique which will embody most of the desirable features of chain store service *plus* the one big advantage—personal interest and service.

(*Previous articles on this subject appeared in* THE CHEMIST & DRUGGIST, *1936, II, 135, 707.*)

New Zealand Poisons Regulations

A summary of the Poisons (General) Regulations, 1937, made under the Poisons Act (New Zealand), 1934, which came into force on September 1, 1937

REGULATION 1 (Preliminary), Clauses 1 to 3, revokes previous regulations under the Sale of Poisons Act, 1871, and the Poisons Act, 1908, including the Poisons (Importation) Regulations, 1935. Clause 4 continues the Poisons (Licensing) Regulations, 1935, in force as amended by the new regulations. Clause 5 concerns the meaning of terms and states that a reference to any substance in the First Schedule or Second Schedule shall be deemed to include a reference to any preparation, solution, or mixture containing such substance whether prepared from natural sources or artificially. Clause 6 provides that the term " sale " shall be deemed to include disposal of any poison or poisonous substance by way of gift, loan or otherwise. Clause 7 exempts the substances in the Fifth Schedule from the application of the Act and Regulations.

REGULATION 2 (Modification of Statute). Clause 1 extends " to sell by wholesale " in addition to selling as defined by the Act to include " to sell for use in any scientific, educational or commercial laboratory, or in any process of manufacture or trade not involving (in any of such cases) resale in an unaltered state." Clauses 2 to 5 substitute the First, Second, Third and Fourth Schedules to the Regulations in place of those to the Act. Clause 6 restricts the statement (as to antidote or treatment) required by paragraph (*d*) of Section 15 of the Act to packages containing the following poisons:—Arsenical poisons ; hydrocyanic acid and cyanides ; hydrochloric acid, nitric acid, and sulphuric acid in solutions containing more than 9 per cent. (w/w) ; mercuric chloride and mercuric biniodide ; nicotine and nicotine sulphate ; strychnine and salts of strychnine ; Third Schedule poisons ; Fourth Schedule poisons.

REGULATION 3 applies the provisions of Section 15 and 16 of the Act other than Section 15 (*c*) and (*f*) to sale by wholesale for extended purposes of First Schedule or Second poisons.

The omissions (*c* and *f*) relate to labelling poison with the special purpose(s) for which it may be used and sale in original packages.

REGULATION 4 (Prescription Poisons) limits the supply of restricted drugs (barbiturates, etc.) to prescription only. The list of restricted drugs is the same as that for Great Britain with the addition of " Chlorodyne and similar substances containing more than 0.1 per cent. of morphine and less than 0.2 per cent. of morphine." The provisions relating to prescribing and dispensing correspond also, though there are several significant differences. Thus a veterinary surgeon can only prescribe chlorodyne (as above) and not other restricted drugs. A dentist may not prescribe more than three doses of a restricted drug. If an " emergency " prescription is not confirmed by written prescription the chemist must forthwith notify the Registrar or a Medical Officer of Health to that effect. The signature to a prescription for a " prescription poison " must " be in writing signed personally and with his usual signature (and otherwise than by means of a stamping contrivance) by the person giving it." The date of dispensing and name and address of seller is to be noted " on the face of the prescription above the signature of the prescriber." The Registrar may under special circumstances authorise dispensing of prescriptions other than at stated times or intervals subject to such other requirements as he thinks fit to impose.

Labelling Provisions

REGULATION 5 (Labelling) is as follows:—

(1) Except as hereinafter provided, every person commits an offence who has in his charge or possession or who sells any poison or poisonous substance not contained in a package which bears thereon the name or a statement of the nature of its contents together with the word " poison " or, if the contents are a poisonous substance, with the word " poisonous," the whole being conspicuously printed in Gothic capitals.

(2) Packages of medicines for use by human beings which have been dispensed or supplied by any medical practitioner or any chemist, or packages of medicine which have been dispensed and supplied by any veterinary surgeon or any chemist for the treatment of animals, need not comply with the requirements of clause (1) hereof if such packages comply with the requirements of subsection (1) or (2) or (3) of Section 16 of the Act, as the case may be.

(3) It shall not be lawful, after the coming into force of these regulations, to sell by wholesale any package containing any poison or poisonous substance unless such package bears thereon legibly and durably marked the name and address of either the manufacturer, or the packer, or the vendor by wholesale.

(4) Where any poison or poisonous substance is packed for the purpose of being sold by retail in an unopened package the following requirements shall be complied with:—

(*a*) The package shall bear thereon the name and address of either the manufacturer, or the packer, or the vendor by wholesale or retail:

(*b*) The package shall bear thereon the name or a statement of the nature of its contents:

(*c*) The package shall bear thereon printed as prescribed by clause (9) of this regulation the word " poison " or in the case of any poisonous substance the word " poisonous ":

(*d*) The package shall bear a statement of the special purpose or purposes for which the substance may be used or else directions for its use:

(*e*) If a package contains any one or more of the poisons and poisonous substances set out in clause (6) of Regulation 2 hereof, then the package shall bear a statement indicating an appropriate antidote or treatment to be used in the event of any part of the contents being consumed in error by a human being:

(*f*) If the contents of the package are liquid, the package shall be of such distinctive character or shape as set out in clause (4) of Regulation 6 hereof or otherwise to be readily identifiable by sight and by touch as a package containing a poison or a poisonous substance:

Provided, first, that a package containing any substance or substances included in the Third Schedule, or any mixture of the same and not containing any other poison need not comply with the requirements of paragraph (*f*) of this clause if such package complies with the requirement of that Schedule as to labelling and description and contains more than four pints by measure, or more than five pounds avoirdupois by weight, as the case may be, of such substance or substances, or mixture. Provided, secondly, that a package containing any poisonous substance or substances included in the Fourth Schedule, or any mixture of the same and not containing any poison included in the First, Second or Third Schedule, need not comply with requirements of paragraphs (*d*) or (*f*) of this clause if such package contains more than four pints by measure and more than five pounds avoirdupois by weight, as the case may be, of such poisonous substance or substances, or mixture, and is packed for the purpose of being sold by retail to a purchaser to be used by him solely for industrial, manufacturing or laboratory purposes.

(5) It shall not be lawful for any person selling poisons by wholesale to have in his possession or to sell, and it shall not be lawful for any person selling poison by retail to have in his possession, any package containing a poison intended for use by human beings, or a preparation, solution, or mixture thereof, unless such package bears thereon the name of the poison, together with a statement of the proportion which the poison bears to the total ingredients as contained in the specified quantity of the preparation, solution, or mixture, and if the proportion is stated as a percentage the statement shall indicate whether the percentage is calculated on a basis of weight in weight, weight in volume, or volume in volume ; and the name of the poison shall—

(*a*) If the poison is the subject of a monograph in either the British Pharmacopœia or the British Pharmaceutical Codex, be one or other of the names or synonyms set out at the head of the monograph ; and

(*b*) In any other case, be the accepted scientific name or names descriptive of the true nature and origin of the poison:

Provided that this clause shall not apply to a person selling by retail a package of any medicine containing poison dispensed

or supplied for internal use by human beings if it bears the name of the person for whom it is so dispensed or supplied.

(6) Any medicine made up ready for the internal treatment of human ailments which contains any poison for the time being included in the Second Schedule may, instead of bearing the word "poison" bear the words "Caution: It is dangerous to exceed the stated dose" conspicuously printed.

(7) Hair dye consisting of or containing any phenylene diamines or toluene diamines or their salts need not comply with the requirements of paragraphs (*a*), (*d*), and (*e*) of Section 15 of the Act if the package bears the words "Caution: This preparation may cause serious inflammation of the skin in certain persons and should be used only in accordance with expert advice" conspicuously printed.

(8) The statement set out in paragraph (*d*) of Section 15 of the Act shall be borne on any package containing any poison or poisonous substance that is—

(*a*) Held ready for use, or stored, or packed, or sold by wholesale, or by wholesale for extended purposes; or

(*b*) Held ready for use, or stored, or packed, or sold for any purposes defined in the Third Schedule; or

(*c*) Sold by retail;

Provided, first, that nothing in this clause shall be deemed to impose compliance with the requirements of paragraph (*d*) of Section 15 of the Act in any case in which compliance therewith is dispensed with by Section 16 of the Act, or by clause (6) of Regulation 2 hereof; secondly, that where any such poison or poisonous substance enters into the composition of an ointment or plaster or is by dilution or otherwise unlikely to be consumed by inadvertence in dangerous amount the statement in paragraph (*d*) of Section 15 of the Act need not be borne on the package; and thirdly, that this clause shall not apply to any poison or poisonous substance held for use in laboratories of educational establishments or institutions of scientific research, or by persons engaged in the business of a chemist, chemical manufacturer, or analyst, or for dispensing by a medical practitioner or veterinary surgeon.

(9) Wherever in the Act or these regulations the word "poison" or the word "poisonous" is directed to appear on the container or to be printed on a label affixed to the container, such word shall be in conspicuous Gothic capital letters in size as follows:—

(*a*) Where the container, being a bottle or jar, measures more than 5 in. in height to the shoulder, or being a tin or tinplate container or box or carton, measures more than 5 in. over its greatest length, the letters shall be not less than $\frac{1}{4}$ in. in height; or

(*b*) Where the height to shoulder or greatest length as aforesaid is less than 5 in. the letters shall be not less than $\frac{1}{8}$ in. in height:

Provided that where the package is so small as to prevent the use of letters $\frac{1}{8}$ in. in height, letters of proportionately less size in height may be used.

(10) Wherever by the Act or these regulations it is required that the statement set out in paragraph (*d*) of Section 15 of the Act shall be borne on any package, the same shall be conspicuously written or printed.

(11) No person shall remove from any package containing a poison or poisonous substance any label required by the Act or these regulations to be borne thereon.

(12) No person shall deface any name or statement borne in compliance with the Act or these regulations on any package containing a poison or poisonous substance.

(13) Every person commits an offence who has in his custody or possession any poison or poisonous substance contained in a package not bearing every name and statement required by the Act or these regulations to be borne thereon.

Packing and Storage

Regulation 6 (Packing and Storage) reads:—

(1) No person shall pack or store any poison or poisonous substance except in a container impervious to the poison or poisonous substance and sufficiently stout to prevent, and kept sealed so effectively as to prevent, leakage from the container resulting from the ordinary risks of damage in handling and transport.

(2) No persons shall pack or store in a paper container any poison included in the First Schedule hereto.

(3) No person shall pack or store any poison or poisonous substance being arsenic or any arsenical preparation such as Paris green or arsenate of lead or mixture of arsenic otherwise than in a container of metal, glass, or earthenware, or a container of cardboard or like material constructed in an approved manner.

(4) No person shall pack or store or sell in a bottle any poison or poisonous substance unless such bottle—

(*a*) Has embossed on at least one-half of its outer surface narrow vertical flutings, or ribs, nettings, or points or similar markings readily recognisable by touch; (*b*) is in colour dark blue, dark green, or amber, and (*c*) is in all cases of approved type:

Provided, first, that bottles known to bottle manufacturers as "star," "hexagon," "lysol," and "round" poison bottles and complying with the foregoing requirements shall be deemed to be approved; secondly, that if the poison or poisonous substance be liquid this clause shall not apply to a package containing more than four pints by measure; and thirdly, that this clause shall not apply to a package of any medicine containing poison which is dispensed by or supplied by any medical practitioner or by any chemist for internal use by human beings if it bears the name of the person for whom it is so dispensed or supplied.

(5) No person shall pack or store or sell in a tin or tinplate container or earthenware jar any poison or poisonous substance unless such container or jar bears conspicuously the word "poison" or the word "poisonous," as the case may be, embossed on the sides or top or otherwise printed on a label affixed on the sides or top in such approved manner that it shall not be readily removable by moisture or friction, and unless the container, if made of tin or tinplate, is so constructed that the opening may be readily and effectively resealed, and unless the opening thereof is effectively sealed when the contents are not in use.

(6) No person shall pack or store in a collapsible tube any poison or poisonous substance intended for sale as a vermin exterminator.

(7) Every person commits an offence who has in his custody or possession any poison or poisonous substance not contained in a package which in character and shape and condition is in accordance with the provisions of this regulation and which is not effectively resealed after use:

Provided, first, that it shall be a defence to any person charged with having in his custody or possession any poison or poisonous substance not contained in a package which in character or shape is in accordance with the provisions of this regulation if such person proves that the poison or poisonous substance is in the original package in which he acquired it; and, secondly, that it shall be a defence to any person charged with having in his custody or possession any poison or poisonous substance not contained in a package kept sealed in accordance with the provisions of this regulation if such person proves that such poison or poisonous substance was necessarily removed from its package for effective use of such poison or poisonous substance.

(8) No person in possession or charge of any poison or poisonous substance shall put such poison or poisonous substance in any cupboard, box, shelf, or other place of storage in which articles of food or of drink are stored or kept ready for use, or in any place to which young children may have ready access, nor shall any person pack or prepare for use any poison or poisonous substance in any room or on any table or bench used for the purpose of packing, preparing, or consuming any food or drink.

(9) It shall be an offence for any person to use for the storage, whether temporarily or not, of any poison or poisonous substance any bottle, jar, tin or tinplate container, culinary utensil, or any other receptacle of a type commonly used or intended to be used for the storage or the preparation of any food or drink or condiment, or for containing any medicine other than medicine of a poisonous nature.

(10) It shall not be lawful to store or keep for ready use any poison or poisonous substance in such manner that any food or drink may be contaminated by any escape or leakage or by vapours from such poison or poisonous substance, and in any other place than a place specially allotted to the storage of poisons and poisonous substances, and so far as practicable one to which children and unauthorised persons do not have ready access.

(11) It shall not be lawful to use for any other purpose any tin or tinplate or cardboard or wooden container which has been used for packing or storing or containing any poison or poisonous substances, and every person in possession of any such container when no longer in use shall destroy the same forthwith.

Importation and Transport

REGULATION 8 (Importation and Transport) is as follows:—

(1) Any poison or poisonous substance packed or consigned for transport on or to New Zealand shall be packed in effectively sealed iron or steel drums, in strong sound casks, in hermetically sealed glass carboys or earthen jars packed in strong wooden crates or cases, or if already packed in packages suited for retail distribution and of a kind permitted by these regulations shall be enclosed in wooden cases sufficiently strong to protect the contents from damage due to the ordinary risks from handling or transport.

(2) The outer surface of every drum, cask, or wooden case in which any poison or poisonous substance is packed in accordance with clause (1) of this regulation shall have the word "Poison" or the word "Poisonous," as the case may be, marked thereon in conspicuous Gothic capital letters of not less than 1 in. in height and if containing any of the poisons or poisonous substances enumerated in the Sixth Schedule hereto shall have the true name or description of such poison or poisonous substance marked thereon in easily legible letters. Provided that if the total quantity of poison or poisonous substance contained in any external package is less than twenty avoirdupois ounces by weight or twenty fluid ounces by measure and if the package contains substantial quantities of other goods in addition to the poison or poisonous substance these words need not appear on such package.

(3) No person shall transport or cause or permit to be transported any poison or poisonous substance that is not packed as required by this regulation or the package containing which is not marked as required by this regulation.

(4) The provisions of Section 25 of the Act shall apply to any poison or poisonous substance of the kinds enumerated in the Sixth Schedule hereto, but such provisions shall not apply to any such poisons or poisonous substance packed with substantial quantities of other goods provided that the total quantity of such poison or poisonous substance contained with such other goods in the package is less than twenty avoirdupois ounces by weight or twenty fluid ounces by measure.

Records and Licences

REGULATION 8 (Records) requires persons who sell by wholesale for extended purposes to make an entry in the Sale of Poisons Book of First Schedule poisons in prescribed manner and to keep a record of every sale of a poison included in the Second Schedule. In addition to particulars required by Section 19 of the Act, every person selling a Second Schedule or Third Schedule poison must record the date of such sale. All records must be kept for not less than three years and be open for inspection at all times.

REGULATION 9 (Penalties) imposes a liability on conviction to a penalty of £50 for contravention of, or non-compliance with, the regulations, with a penalty of £2 per day for a continuing offence.

REGULATION 10 (Licensing) amends the Poisons (Licensing) Regulations, 1935, to enable a Rabbit Board to apply for and hold a wholesaler's poison licence.

Schedules

THE FIRST SCHEDULE reproduces the First Schedule to the Poison Rules (Great Britain) with the following additions and omissions:—*Additions.*—Croton oil. Morphine in substances with less than 0.2 per cent. and more than 0.1 per cent. Sulphonal; alkyl sulphonal. *Omissions.*—Dangerous drugs (cannabis, coca, cocaine, codeine, diacetylmorphine, etc.). Nicotine. Barium salts.

The exemption limits agree with those in force at home except potassio-mercuric iodide (under 2 per cent. HgI instead of 1 per cent.).

THE SECOND SCHEDULE corresponds to unscheduled poisons in the (British) poisons list and includes those exempted by limit from the First Schedule. Notable additions are cresylic acid except in form included in the Fourth Schedule below; ether; iodine and solutions containing more than 2.6 per cent. thereof; paraldehyde; zinc chloride.

Omissions of importance are gland substances (pituitary, thyroid and suprarenal). The exemption limits removing the substance or preparation from the application of the poison law are appended to the Second Schedule entry (e.g., nitric acid, except substances containing less than 9 per cent. weight in weight of nitric acid).

THE THIRD SCHEDULE reads as follows:—"Preparations and admixtures of tobacco, arsenic, or any of the poisons included in the First and Second Schedules if labelled and described as for use exclusively in agriculture and horticulture for the destruction of animals and insect pests, internal parasites of animals, fungi and bacteria, for use as a sheep-dip or sheep-wash, or wash for any other animal, or as a weed-killer."

THE FOURTH SCHEDULE relates to poisonous substances and is as follows:—"Ammonia in liquid preparations containing more than 5 per cent. weight in weight of ammonia (NH_3) except when contained in refrigerators or smelling bottles or in substances not being solutions of ammonia or preparations containing solutions of ammonia; arsenical fly exterminators; carbon tetrachloride for industrial purposes; hair dyes and other toilet preparations containing phenylene diamines, toluene diamines or their salts; hydrochloric acid, except substances containing less than 9 per cent., weight in weight, of hydrochloric acid (HCl); metaldehyde, sold as fuel; liquid preparations of carbolic acid and its homologues and all preparations of the phenol and cresol groups sold as commercial disinfectants and containing more than 3 per cent., and not more than 60 per cent. of those substances; oxalic acid and its soluble salts; photographic chemicals (other than potassium cyanide) included in the First and Second Schedules when sold for the purposes of photography; potassium hydroxide (caustic potash) except substances containing less than 12 per cent. of potassium hydroxide; rabbit, rat and mouse poisons containing barium carbonate or not more than 2 per cent. of yellow phosphorus; sodium hydroxide (caustic soda), except substances containing less than 12 per cent. of sodium hydroxide; all liquid preparations of zinc chloride intended to be used for soldering or other purely industrial purposes. Excluding, however, the substances hereinbefore mentioned when contained in any of the substances included in the First Schedule, Second Schedule, and Third Schedule hereto.

THE FIFTH SCHEDULE is identical with the general exemptions in the Third Schedule and the British Poisons Rules, with the final paragraph stating "Any compound or mixture in a quantity of not less than twenty avoirdupois ounces by weight or twenty fluid ounces by measure and containing in the aggregate a less amount of any poisons or poisonous substances than an amount authoritatively recognised as a poisonous dose if taken by an adult."

THE SIXTH and final Schedule is concerned with arsenic and arsenical salts and their preparations (including arsenates and arsenites); cyanides of calcium, potassium and sodium, and preparations thereof; strychnine and salts of strychnine.

London Drug Stocks

STOCKS in London at September 30, 1937, and September 30, 1936.

Article	Quantity	1937	1936
Aloes	cwt.	154	219
Anise (Star)	cwt.	125	81
Camphor	packages	312	381
Cardamoms	cwt.	289	264
Cascara Sagrada	tons	85	45
Cochineal	bags	96	61
Calumba Root	bags	678	5
Cubebs	bags	11	5
Dragons Blood	cases	158	162
Galls (China and Japan)	cases	886	580
,, (Turkey and Persian)	bags	243	152
Gums:—			
Acacia (all descriptions)	packages	19,400	11,923
Ammoniacum	packages	38	27
Animi	packages	598	417
Asafœtida	cwt.	492	447
Benzoin	cwt.	746	814
Copal	packages	13,898	17,957
Dammar	packages	5,924	6,018
Elemi	packages	Nil	Nil
Gamboge	cwt.	48	29
Guaiacum	cwt.	30	117
Kowrie	tons (net)	271	199
Mastic	packages	61	79
Myrrh, East India	packages	18	85
Olibanum	packages	210	245
Sandarac	packages	221	124
Tragacanth	packages	3,321	4,247
Ipecacuanha (Matto Grosso)	cwt.	151	260
,, (other sorts)	cwt.	60	
Nux Vomica	cwt.	224	—
Rhubarb and Rhapontica	cwt.	291	315
Sarsaparilla	cwt.	257	338
Senna	bales	2,659	3,527
Shellac, orange	cases	141,310	125,191
Turmeric (Bengal)	tons	22	78
,, (Madras, Cochin, etc.)	tons	93	174
Waxes, Bees'	packages	4,116	2,519
,, Japanese	packages	233	297

National Pharmaceutical Union

Executive Meetings

MEETINGS of the Executives of the National Pharmaceutical Union and Chemists' Defence Association were held at 4 and 5 Queen Square, London, W.C.1, on October 19, Mr. W. W. Atkinson in the chair.

N.H.I. ITEMS

The Central N.H.I. Committee reported that the Ministry of Health had agreed to the suggestion of the Executive that 10 per cent. should be allowed on the cost prices of spread plasters to cover wastage.

In reply to the application of the Executive for an increase in the number of Pharmaceutical representatives on Insurance Committees, the Ministry of Health had stated that as this would involve an amendment of the Act and Regulations, no change could be made at the present time, but the matter had been noted for consideration.

The British Medical Association intimated that no decision had yet been taken regarding the revision of the National Formulary, but it was possible that their new committee, which would meet in November, would order a start to be made on revising the Formulary. The Executive decided a reply should be sent to the British Medical Association stating that the Union expected that steps would be taken to ensure that a revised edition of the Formulary would be available by November 1938.

A letter was received from the Ministry of Health stating that it had been considered desirable to make a special analysis of all prescriptions issued during one month in two areas similar in their industrial and social features, but exhibiting a marked difference in drug costs. It was hoped that this investigation might give some clue to the reasons for the high cost prevalent in the one area.

CHEMISTS' FRIENDS

Applications for the C.F. List were accepted from:—Bell-Ans, Ltd.; C. R. Harker, Stagg & Morgan, Ltd.; Roche Products, Ltd.

C.D.A. Matters

The secretary reported that of the forty-two cases outstanding at the last meeting of the directors, thirty-three might be considered closed, and the following settlements had been made in five cases:—Camphorated oil supplied for olive oil; claim settled by payment of £20. Transposed labels; claim settled for £54 2s. Clothing damaged by cleaning preparation; claim settled for £2. Liq. strych. hyd. dispensed for liq. hyd. perchlor.; claim settled for £21. Injury caused by fall in shop; claim settled for £21 4s.

Twelve new cases had arisen during the month, of which five had been settled:—Injury caused by ointment; claim settled for £5. Damage to handbag by cork blowing out of bottle; claim settled for 5s. 9d. Damage to clothing caused by leaking bottle; claim settled for 10s. Damage to car caused by cycling errand-boy (two cases); claims settled for £1 12s. 6d. and £2 4s. 6d. respectively.

The secretary reported that two members had been defended in respect of summonses under the Pharmacy Act, and another member in respect of a summons under the Food and Drugs (Adulteration) Act.

Delegates' Conference

Delegates from over 100 branches of the N.P.U. attended a Conference held at the Holborn Restaurant, London, W.C.1, on October 20, under the chairmanship of Mr. W. W. Atkinson. The following is an abridgment of the official report.

In welcoming the delegates THE CHAIRMAN reminded them that they were present as proprietor pharmacists, that they must not lose sight of the fact that the primary concern of the Union is with the business problems of pharmacists, and that since membership of the Union is on a voluntary basis its membership is directly related to the services it renders to pharmacy. He said it had succeeded, and they must beware of any suggestion that the affairs of proprietor chemists should be handled by any body but their own Union, of which he and they had every reason to be proud.

MEDICINE STAMP DUTY AND THE C.F. SCHEME

MR. THOMPSON (Middlesbrough) initiated discussion of this subject by drawing attention to the possibility of bringing pressure to bear on manufacturers who issue stamped and unstamped packs if pharmacists would sell only the stamped pack. He mentioned also the use by manufacturers of "stamps" resembling medicine-duty stamps on products sold under the known, admitted and approved exemption, and suggested that the public was misled into thinking that chemists were profiting considerably at the expense of the Exchequer.

A lively discussion ensued, delegates from the Oldham and Sheffield branches stating that many chemists in their area buy only stamped goods, even if an unstamped pack is available. The possibility of this practice being inimical to the interests of pharmacists was referred to by MR. HIRST (Liverpool) and MR. CHALLINOR (Pontefract), the latter commenting particularly on the fact that a manufacturer who issues both a stamped and unstamped pack would, before deciding to co-operate with the C.F. scheme, determine what proportion of his turnover was distributed through "outside" channels, which might be judged by sales of the stamped pack. This would clearly be misleading if chemists generally adopted the practice of selling stamped goods in place of unstamped.

The discussion closed with a statement from THE SECRETARY (Mr. G. A. Mallinson) that it was not wise to start, at this juncture, a general campaign urging chemists to sell only stamped goods. The medicine-stamp duty position was a very thorny problem.

LIMITATION OF PHARMACIES

MR. FOSTER (Brighton and Hove) surveyed briefly the factors which have made this subject of such importance, and referred particularly to the increasing competition of co-operative societies and the opening of pharmacies on too limited a capital.

MR. ALLEN (Aldershot) expressed the view that the problem could be dealt with only through legislation.

MR. RATCLIFFE (Wembley) reminded the Conference that a committee of inquiry had been set up by the Pharmaceutical Society with terms of reference which would cover the subject under discussion. He suggested that the N.P.U. Executive should note the views of the delegates and have them brought to the notice of the committee.

MR. KNOX MAWER (Denbighshire) supported this suggestion. Various lines along which the problem could be tackled, other than through a Pharmacy Bill, were put forward, including a suggestion that the Pharmaceutical Society might be prevailed upon to use business premises registration fees for the formation of a central fund for buying up redundant pharmacies and financing the opening of pharmacies where necessary.

THE SECRETARY reminded the Conference that legislation would be necessary to enforce a limitation of the number of pharmacies, and that if a limit was imposed a control of prices would inevitably be enforced. He suggested that an advantage could be bought too dearly, and that more could be done towards controlling the position from within the ranks of pharmacy than ever would be done from outside without serious accompanying disadvantages. In his opinion a beginning to control from within had already been made, based on the C.F. movement. He undertook, on behalf of the Executive, that the position should receive consideration.

LIMITATION OF USE OF TRADE NAMES

MR. THOMPSON (Middlesbrough) invited the Conference to consider what steps could be taken to control the increasing tendency of manufacturers of ethical products to apply their own trade names to well-known chemicals, since difficulties arose from the multiplicity of names for the same substance.

MR. HIRST (Scarborough and North Riding) expressed the view that it was the duty of all pharmacists to take every opportunity of urging medical practitioners to use the titles official in the B.P. or B.P.C., and the Conference agreed that the problem could be dealt with only in this way.

CHEMISTS' FRIENDS MOVEMENT

A suggestion that arrangements should be made to interview all N.P.U. members who have not yet agreed to support the C.F. movement had been made by the secretary of the

Nottingham Branch, and on his behalf MR. TURNER brought the matter forward for discussion.

MESSRS. OWEN (Anglesey), A. W. B. THIRSK (Hull), J. B. SIMMONS (Cambridge) and F. A. DIXON (Preston) referred to the success of the steps that had been taken within their areas to obtain support for the C.F. movement, and urged other branches to set up special committees to undertake a personal canvass of their members.

MR. ANDREWS (Aberdare) inquired whether the Executive had carried further the proposal adopted at a Conference held in 1936 that a representative be appointed to call on chemists to secure their support for the C.F. movement.

MR. OWEN (Anglesey) suggested that it would be of assistance if the Executive would appoint a branch relations officer to assist branch secretaries in obtaining 100 per cent. support for the movement. In his experience full support could not be obtained through the branch organisation alone.

In reply to the discussion, THE SECRETARY stated that the Executive Committee had been unable, on financial grounds, to appoint representatives to call on chemists to obtain their support for the C.F. movement. In his opinion, the soundest and most effective way of securing support was through action by a local committee. The suggestion that an officer be appointed for following up and "finishing off" the work done by local committees was welcomed, and would receive the careful consideration of the Executive.

MR. J. L. HIRST (Liverpool) moved, and MR. CLUBB seconded, the resolution: "That this Conference records its satisfaction at the progress which the C.F. movement has made, and expresses its appreciation of the efforts of the N.P.U. Executive."

MR. CRICK (Kent), in opposing, suggested that the C.F. movement might be aggravating the malady it set out to cure, since the reaction of non-C.F. firms was to make every effort to extend distribution through unqualified traders. Further, the movement was not "watertight," as leakages occurred through wholesale channels; he himself was a wholesaler to a certain extent, and he was losing business to others who were not as scrupulous as he was.

MR. CLARKE (Medway) dissociated himself and his branch from Mr. Crick's remarks. The motion was carried with one dissentient.

The following resolutions in support of the C.F. principle were carried:—"That this Conference supports the C.F. movement and pledges itself to do everything possible to forward its success." (Manchester, Salford and District.) "That intensive interest be stimulated amongst members to ensure the return of cards of special offers to firms not on the C.F. List." (Wembley and District.)

The following motion, submitted by the Bradford and District Branch, was carried by a large majority after an amendment to omit the name of Griffith Hughes, Ltd., and word the resolution so as to be of general application, had been put to the meeting and lost: "That the branches represented at this Conference agree to give Messrs. Griffiths Hughes, Ltd., the fullest possible support for their Kruschen Salts against the competition with which they are faced (by similar non-C.F. preparations) on condition that Kruschen Salts is placed on the C.F. List."

A resolution from the Liverpool Branch that the £50 deposit at present demanded from manufacturers who desire to be associated with the C.F. movement be modified because of the principle involved, and an annual subscription be substituted, was fully debated. In response to inquiries, THE SECRETARY stated that the Executive Committee had had under consideration the question of requiring future applicants for inclusion in the C.F. List to pay an annual subscription. The question of the deposit of £50 had also been reviewed, and it had been decided that no changes should be made in the financial arrangements at the present juncture. An amendment that the matter be referred to the Executive Committee for further consideration was carried.

The Wembley Branch secured the adoption of a resolution giving the C.F. Committee power to impose a probationary period upon firms joining the C.F. if considered desirable.

A resolution, submitted by the Wembley and District Branch, that the desirability of forming an approved list of wholesalers for the supply of C.F. goods be considered, was adopted without further discussion, after THE SECRETARY had explained that the C.F. Committee was engaged in the preparations of a list of approved distributors by wholesale of C.F. products.

The following resolution, submitted by the Oldham and District Branch, was adopted: "That wholesalers handling C.F. lines be told quite frankly to restrict supplies to the legitimate channels."

In response to a request from Mr. Hocken (Reigate) for a statement on behalf of the Executive Committee as to their views on the progress of the movement, MR. STEARN (chairman of the retailers' section of the C.F. committee) stated the Executive Committee was satisfied that good progress had been made and would continue to be made. It was realised that there were shortcomings, and every effort was being made to overcome them. There was no talk of failure or possible failure; the movement was established firmly as a permanent feature of pharmaceutical trading, and if retailers and manufacturers each played their part, future progress would be even more satisfactory.

MR. RATCLIFFE (Wembley) moved, and MR. JONES seconded: "That if practicable, there should be a fund supported by voluntary subscriptions, to be used for propaganda purposes to supplement the funds of the N.P.U."

On receiving an assurance that the funds of the N.P.U. were at present sufficient and an undertaking that the Executive would bear in mind the necessity of intensive propaganda during the coming year, the resolution was withdrawn.

The following resolutions, submitted by the Blackburn Branch, were adopted and referred to the Executive: "That C.F. manufacturers collectively might organise exhibitions to the public." "That some form of opposition to non-C.F.-non-P.A.T.A. lines might be considered."

A resolution recommending the extension of the scope of the C.F. movement to include any article the sale of which can be confined to chemists only (for instance, veterinary preparations) was proposed by MR. PRICE (West Kent) and seconded by MR. PRING.

THE SECRETARY invited the Conference to consider very carefully any extension of the scope of the movement, with particular reference to where the natural distribution lay of any class of products proposed for inclusion. Confining sales to chemists depended upon that aspect of the matter entirely. The resolution was carried by a majority vote.

The following resolution, submitted by the Southampton Branch, was formally put by MR. STEEL (Southampton), seconded by MR. MARCHANT (Eastbourne), and carried, after a brief discussion: "That a list of border-line articles not (wholly) eligible for the C.F. List, which should reasonably only be sold by chemists, be prepared by the Executive."

MR. DENNISON (Northumberland) moved that the resolution be rescinded, on the ground that while the creation of a list is relatively easy, the question must be decided on whether it would be possible to control the distribution of articles put on the list. Until it was certain that complete control could be exercised, it was unwise to tamper with and possibly jeopardise the present position of the C.F. movement.

MR. WHITEHEAD (Oldham) seconded, and the resolution directing the Executive to prepare a list of border-line articles not (wholly) eligible for the C.F. List, but which should reasonably only be sold by chemists, was rescinded.

CHEMISTS ONLY

A further resolution on the subject of a "Chemists Only" List was then put before the Conference: "That this Conference is of the opinion that a 'Chemists Only' List should be instituted. This list to be open to veterinary products, invalid foods, toilet articles and such sundries as are usually handled by retail chemists, but not to any product which is eligible for the C.F. List." (Pontefract, Castleford and District.)

By permission of the chairman, MR. E. A. ATKINS, a member of the Executive, addressed the meeting on the danger of instituting a "Chemists Only" List. An amendment that the question of instituting a "Chemists Only" List be referred to the Executive was proposed by MR. RALPH (Burnley), seconded, and carried.

ADOPTED WITHOUT DISCUSSION

The following resolutions were adopted without discussion:

"That the N.P.U. use all means in its power to secure that all inspections of pharmacies and registers therein be conducted by pharmacists." (Brighton and Hove.)

"That this Conference considers entirely unsatisfactory the attitude of the Pharmaceutical Society, as revealed by its secretary at the recent Conference, towards the question of the retail sale of drugs on unregistered premises by certain authorised sellers of poisons, and therefore recommends that the

N.P.U. press the Society to take action in this matter against authorised sellers of poisons who contravene Section 9 (1) (*b*) Part 1 of the Pharmacy and Poisons Act, 1933, to the detriment of persons, bodies corporate and firms honestly carrying on business as chemists and druggists." (Middlesbrough and District.)

"That the Executive of the N.P.U. co-operate with the Pharmaceutical Society to formulate a new Bill for Pharmacy." (Southampton.)

N.P.U. Retail Price List

The following resolutions were moved:—

"That the N.P.U. Price List be enlarged to include all B.P. and B.P.C. preparations." (Southampton.) "That a more comprehensive Price List be issued by the N.P.U." (Brighton and Hove.) "That this Conference definitely recommends and adopts the N.P.U. Price List as a minimum list of prices and suggests that branches should take every possible means of inducing members to treat the list as a minimum list." (Leeds.)

After a full discussion and an undertaking by the secretary that the resolutions would be taken in the widest possible sense, these resolutions were adopted.

Metric System

The Brighton and Hove Branch brought forward a proposal that the N.P.U. should urge the authorities responsible for the B.P. and B.P.C. to drop the metric system and adopt the apothecaries' system for all preparations, the present system being both wasteful and impracticable in general pharmacy. The motion was lost.

Organisation

The following resolution, submitted by the Derby Branch, was carried:—"That the branches themselves should tackle the job of bringing into membership those chemists in their areas who are not members, and to this end the N.P.U. should advise each branch secretary of the names of members in his area."

A resolution, brought forward by the Manchester, Salford and district Branch, that the approved expenses of N.P.U. branches be paid in full by the N.P.U. was referred to the Executive after the Secretary had explained to the Conference the basis upon which N.P.U. branches are financed.

Mr. Weston (Derby) brought forward a motion on behalf of his Branch that the N.P.U. subscriptions be payable quarterly, as many chemists are non-members because they are unable to afford the subscription all at once. After a full consideration of this matter, it was agreed that it be left for consideration by the Executive in consultation with the Derby Branch.

The following resolution from the Leeds Branch was carried: "That this Conference recommends the Executive to take steps to alleviate the conditions of trading suffered by the chemists in the industrial centres of the North, due to the unfair competition of all dividend stores."

P.A.T.A. Matters

The following resolutions were adopted:—"That this Conference recommends to the Council of the P.A.T.A. that they should not press to the detriment of the smaller businesses the rule against dividing P.A.T.A. parcels between chemists." (Leicester and Leicestershire.) "That the P.A.T.A. be asked to show in the Year-Book all wholesalers recognised by them for preferential terms, in addition to those in the drug trade." (Middlesbrough.) "That the Executive of the N.P.U. make representations to the P.A.T.A. to ask all manufacturer members of the P.A.T.A. to affix a slip label to each article manufactured by them to the effect that there is no dividend or bonus given on the preparation." (Sheffield.) "That the N.P.U. Conference strongly urges the P.A.T.A. as to the necessity of taking action to ensure that all trading bodies paying bonus or dividend on purchases, will with the sale of all goods on the P.A.T.A. List issue a cheque or token of a distinctive style and colour bearing the words 'No dividend or bonus payable on these cheques or tokens.'" (Sheffield.)

Alteration of Rules

A proposal put forward by the London (South-Western) Branch that Rule 19 be altered so that membership of the Union should be restricted in the case of bodies corporate, save in circumstances approved by the Executive, to bodies corporate in which at least 50 per cent. of the shares were held by a pharmacist or pharmacists was carried.

Manufacturers' Terms and Policy

The question of changes in terms and the sales policy adopted by manufacturers were ventilated by the discussion which preceded the adoption of the following resolutions:—"That manufacturers be advised that when any change in policy of distribution is being made, the N.P.U. should be consulted by the manufacturer before such change is effected." (Middlesbrough.) "That the N.P.U. press for the general adoption of the same policy of distribution with regard to ethical products, as Messrs. Eli Lilly, i.e., all products supplied through the chemists and not direct to medical men." (Wembley.)

The Secretary undertook to suggest to manufacturers that they should consult with the Union before making any material alterations in their trading policy.

Unprofitable Proprietaries

A proposal that a boycott of unprofitable proprietaries be organised by the N.P.U., the support of the company chemists and wholesalers being sought to make the boycott a success, was made by the Rochdale Branch. The Secretary reminded the Conference of what had previously been attempted in regard to these lines on which there was no protected profit, and after considerable discussion the proposal was withdrawn, the secretary undertaking to draw chemists' attention to the matter through the monthly circular.

Price for Malt and Oil

Mr. J. Reed (West Ham) moved that manufacturers be asked to fix a minimum retail price for malt and oil as well as a minimum wholesale price. The Conference was told that even the wholesale price was not fixed for malt and oil, and the fixing of a retail price which could be enforced was recognised as impracticable. The resolution was not carried.

Sunday Trading (Restriction) Act

The following resolution in regard to Sunday trading was adopted:—"That steps be taken to secure the enforcement of the law regarding Sunday trading in drugs and drug sundries by shops other than chemists and druggists." (West Ham.)

Expenses of Delegates

A proposal that the approved expenses incurred by delegates to N.P.U. Conferences be paid by the N.P.U. *plus* the payment of a locum where this is necessary, made by the Manchester, Salford and District Branch, was withdrawn after an explanation by the secretary.

Medicated Wine Licences

The Conference adopted the following resolution:—"That this Conference urges the Executive of the N.P.U. to consider what steps can be taken to obtain for retail chemists a special licence at a reduced fee to enable them to sell medicated wines." (Reading.)

Resolutions Withdrawn

The following resolutions, brought forward by the Eastbourne Branch, were withdrawn, after a brief discussion and explanation by the Secretary:—"That taxes be based on turnover rather than rent." "That steps be taken for registration of a carboy for chemists only."

The following resolution, brought forward on behalf of the Middlesbrough Branch, was not seconded:—

"That the N.P.U. get into touch with the Pharmaceutical Society, the manufacturers and others interested in medicine-stamp duty: that they should co-operate together and formulate their ideas of how medicine-stamp duty should be regulated in all fairness to the public, the manufacturer, the pharmacist and all others concerned, and that these should be forwarded to the Chancellor of hte Exchequer."

Supplementary Resolutions

A proposal made by the Blackburn Branch that the national advertising scheme be reconsidered was not carried.

A proposal on the supplementary agenda from the Northumberland Branch that the N.P.U. Executive be urged to consider the future of pharmaceutical trading with a view to increasing profits and remuneration derived from retail pharmacy, the matter being urgent by reason of the effect of increased cost of training and higher standard of education demanded, was withdrawn.

The Conference closed with a vote of thanks to the chairman.

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, October 28

THE markets have not been particularly cheerful this week, yet, at the same time, quite a nice home consuming trade is reported, and there has been a steady flow of export business. Values of non-speculative articles are all quite steady, and a few further advances are recorded. Heavy congestion at Hong Kong docks is apparently the cause of delay in effecting despatch of shipments now overdue. This week there has been quite a number of shipment offers of Spanish goods from Valencia. In the PHARMACEUTICAL CHEMICALS market business has been rather disappointing. In EPHEDRINE interest is being shown in offers of synthetic HYDROCHLORIDE. We refer to this development on p. 513.

Crude Drugs

Consuming trade has been on a very fair scale this week, and sales for re-export have been of some importance. Speculative products are, in most instances, poor markets. Holders of spot AGAR are quoting easier terms. Fair business in Curaçao ALOES at full prices; no shipment quotations. CANADA BALSAM continues firm, but business is slow. Japanese CAMPHOR is still selling quite well on spot at full prices. Green Aleppy CARDAMOMS are again easier for shipment, but it is reported that these cheaper prices refer to supplies of new crop that are not up to f.a.q., the skins being somewhat horny and rough. CASCARA SAGRADA is steady, but business is not good. New crop Belgium CHAMOMILES are firm at high prices. ERGOT is still failing to attract buyers' attention. Sudan GUM ACACIA shows no sign of recovery from the recent sharp decline. Spot values for all descriptions of HONEY are fully steady; business quieter. LYCOPODIUM is quoted dearer on spot. Good trade demand for MENTHOL; spot and near positions firm; distant shipment rather easier. Spanish/Italian MERCURY is quoted cheaper, spot and for shipment. PEPPERS have been dull and are fractionally easier. Some inquiry but little actual business in RHUBARB; spot supplies remain small. RUBBER is again easier on the week. SENEGA is dearer for shipment. Fair demand for the medium grades of TRAGACANTH. BEES' WAXES are steadier at the easier terms now quoted.

Essential Oils

Business is proving difficult to negotiate in some of these markets, due to irregular exchange rates and unsettled conditions at the sources. With supplies here and afloat very limited values of ANISE (STAR) continue firm; some shipments now due reported outstanding. Brazilian BOIS-DE-ROSE is short and firm on spot. Only a small business in CASSIA, but holders of good quality oil are not accepting bids. Ceylon CINNAMON LEAF is slightly cheaper for shipment. CITRONELLA oils have again been very quiet, so far as this market is concerned. The offers coming on the market for new crop Sicilian hand-pressed LEMON continue over a wide range, with the recognised top brands keeping steady. The LEMONGRASS shipment market has been neglected. One or two shipment prices for new crop French Guinea ORANGE have been indicated, but the market has yet to be defined. PALMAROSA is easier for shipment, but spot is firm, with practically nothing available. Japanese PEPPERMINT continues to sell well on spot and for early arrival; shippers' quotations for next year tend rather easier.

Exchange Rates on London

THE following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	October 21	October 28
Amsterdam	Fls. to £	12·107	8·96	8·95½
Berlin	Mks. to £	20·43	12·32	12·32
Brussels	Belgas to £	nominal	29·41	29·43
Copenhagen	Kr. to £	18·159	22·40	22·40
Lisbon	Esc. to £	110	110⅛	110⅛
Madrid	Ptas. to £	25·22½	nominal	nominal
Milan...	Lire to £	92·46	94⅛	94⅛
Montreal	Dol. to £	4·86⅔	4·95½	4·95
New York	Dol. to £	nominal	4·95½	4·95⅜
Oslo	Kr. to £	18·159	19·90	19·90
Paris	Fr. to £	124·21	146¾	148
Prague	Kr. to £	164·25	141½	141½
Stockholm	Kr. to £	18·150	19·40	19·40
Warsaw	Zloty to £	43·38	26¼	26¼
Zurich	Fr. to £	25·2115	21·50	21·48

Bank rate 2 per cent.

Pharmaceutical Chemicals, etc.

BUSINESS has been none too good again this week, so far as home consumption is concerned. Ephedrine is still at high prices, but perhaps not quite so firm.

ACETANILIDE.—Quoted unchanged, steady: B.P. crystals and powder, 1s. 8d. to 1s. 10½d. per lb., as to quantity.

AMIDOPYRINE.—Convention prices unchanged: two cwt., 8s. 10d.; one cwt., 9s. 1¾d.; less than one cwt., from 9s. 5½d. per lb.; powder, 2½d. per lb. extra.

AMMONIUM ICHTHIOSULPHONATE.—Occasional inquiry: one cwt., 1s. 6½d. in 14-lb. tins; 1s. 8d. in 1-lb. tins; 1s. 10½d. in 8-oz. tins, and 2s. 1d. per lb. in 4-oz. tins.

ASPIRIN.—Makers' and dealers' prices are steady, average business reported: home trade, ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d.; 28 lb., 3s.; 14 lb., 3s. 1½d.; 7 lb., 3s. 2¾d.; 4 lb., 3s. 4½d.; 1 lb., 3s. 7d. per lb. Bulk packing free, net, carriage paid. Contracts, over twelve months, minimum one ton; over six months, less than one ton.

ASPIRIN (TABLETS).—The following are agreed wholesale prices for the British makers: Under 5,000, 3s. per 1,000; 5,000, 2s. 11d.; 10,000, 2s. 10d.; 25,000, 2s. 9d.; 50,000, 2s. 8d.; 75,000, 2s. 7d.; 100,000 2s. 6d.; 250,000, 2s. 5d.; 500,000, 2s. 4d.; 1,000,000, 2s. 3d.; 2,000,000 and over, 2s. 2d. per thousand tablets. A rebate of 1d. per 1,000 is allowed on orders for 10 million tablets taken over a period of 12 months. For small quantities higher prices would be asked by wholesale distributors.

BARBITONE.—Dealers report business slow: spot, two cwt., 8s. 9¼d.; 56 lb., 8s. 11½d.; small parcels, up to 9s. 2¼d. per lb.

BORAX (B.P.).—Makers' prices steady: granulated, £24; crystals, £25; powdered, £25 10s.; extra fine powder, £26 per ton, in one cwt. bags, carriage paid buyers' works for minimum 1-ton lots. Extra for smaller quantities. Commercial quality, £8 per ton less for all descriptions.

BORIC ACID (B.P.).—Makers' prices continue steady: granulated £36 10s.; crystals, £37 10s.; powder, £38 10s.; extra fine powder, £40 10s. per ton, in 1-cwt. bags, carriage paid to buyers' works on 1-ton minimum. Commercial quality, £8 per ton cheaper for all descriptions.

BISMUTH SALTS.—Makers' scales of prices continue steady. Carbonate, not less than one cwt., 6s. 6d.; 28 lb., 6s. 9d.; 8 lb., 7s. 3d.; 4 lb., 8s.; less than 4 lb., 8s. 6d. per lb.

BROMIDES.—Makers' scales of prices steady. POTASSIUM, B.P., five cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s. per lb. SODIUM, B.P., five cwt., 1s. 10d.; one cwt., 1s. 11d.; 28 lb., 2s. 2d. per lb. AMMONIUM, B.P., five cwt., 1s. 11d.; one cwt., 2s.; 28 lb., 2s. 3d. per lb., net. Resale clause applies, 28-lb. parcels and one-cwt. cases free. Smaller quantities than 28 lb. at higher prices. Export quotations are maintained, as follows: POTASSIUM, B.P., five cwt., 1s. 4d.; one cwt., 1s. 4½d. SODIUM, B.P., five cwt., 1s. 5d.; one cwt., 1s. 5½d. AMMONIUM, B.P., five cwt., 1s. 6½d.; one cwt., 1s. 7d. per lb., f.o.b.

BUTYL CHLORAL HYDRATE.—Market has been quiet: spot, 14 lb., 8s.; 7 lb., 8s. 3d.; 1 lb., 8s. 6d. per lb., in 1-lb. bottles.

CITRIC ACID (B.P.) CRYSTALS.—Quotations are unchanged: British material quoted at 1s. 0¼d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers' prices for imported material are competitive.

CREAM OF TARTAR.—Market steady, fair business: British materials, 99 to 100 per cent., 92s. per cwt., less 2½ per cent. discount. Dealers' prices for foreign material competitive.

CREOSOTE (B.P.).—Business of small importance: bulk quantities, in 25-kilo demijohns, 1s. 6d.; small parcels, 1s. 7½d. to 2s. per lb., ex store, as to quantity and packing.

EPHEDRINE.—The shortage in supplies continues, with any HYDROCHLORIDE (B.P.) available held for 19s. to 20s. per oz. Inquiry of late, however, has been much quieter. The demand for PURE ALKALOID remains quiet, with the value scheduled at 25s. to 26s. per oz. Synthetic ephedrine hydrochloride is available; we refer to this product editorially on p. 513.

GALLIC ACID.—Prices continue firm: one cwt., 3s.; 56 lb., 3s. 1d.; smaller parcels, up to 3s. 6d. per lb., ex store.

MERCURIALS.—Makers' scales of prices for these salts are unchanged. CHLORIDE, B.P. (CALOMEL).—One cwt., 5s. 11d.; less than one cwt., from 6s. per lb.

METHYL SALICYLATE.—Business is still below normal for the time of year: spot, ten cwt., 1s. 1¾d.; five cwt., 1s. 2d.; one cwt., 1s. 2¼d.; less than one cwt., 2s. 2½d.; small quantities, in bottles, 2s. per lb.

PHENACETIN.—Makers' prices steady: crystals or powder, bulk quantities, 2s. 6d.; smaller parcels, 2s. 7d. to 3s. per lb., as to quantity.

PHENAZONE.—Not much inquiry on the market: crystals, five cwt., 6s.; two cwt., 6s. 2½d.; one cwt., 6s. 5d.; smaller quantities, up to 6s. 9d. per lb., with powder 2½d. per lb. extra.

PHENAZONE SALICYLATE (SALIPYRIN).—Quotations are steady: two cwt., 7s. 7d.; one cwt., 7s. 9¼d.; less than one cwt., 7s. 11¼d. per lb.

POTASSIUM SULPHOGUAIACOLATE.—Dealers' spot prices continue at about 6s. 1½d. to 6s. 3d. per lb., as to quantity.

PYROGALLIC ACID.—Prices are steady at the recent advance as follows: crystals, 28 lb., 7s. 3d.; 14 lb., 7s. 9½d.; 7 lb., 8s. 9d.; under 7 lb., 9s. 3d. per lb.

QUININE SALTS.—Convention prices continue unchanged; sulphate, 2s. 2d.; bisulphate, 2s. 2d.; ethyl carbonate, 2s. 9¾d.; salicylate, 2s. 10½d.; hydrochloride, 2s. 8½d.; bihydrochloride, 3s.; hydrobromide, 2s. 8½d.; bihydrobromide, 3s.; valerianate, 3s.; hydrophosphite, 4s.; alkaloid, 3s. 10½d. per oz., carriage paid on bulk quantities; 100-oz. tins free, smaller packages extra.

SALICYLIC ACID (B.P.).—Market is not receiving much inquiry: five cwt., 1s. 7d.; one cwt., 1s. 7½d.; 28 lb., 1s. 10d.; 14 lb., 1s. 11½d.; 7 lb., 2s. 0¾d.; 4 lb., 2s. 2½d. per lb.

SALOL.—Competitive market, business quiet: spot, about 2s. 3d. to 2s. 8d. per lb., as to quantity.

SODIUM BENZOATE (B.P.).—Moderate demand, market steady: bulk quantities, 1s. 6d.; one cwt., 1s. 7d.; smaller parcels, 1s. 7½d. to 2s. per lb., as to quantity.

SANTONIN.—The demand remains slow, with values ranging from about £10 7s. 6d. per kilo for bulk quantities up to £12 for small lots.

SODIUM DIETHYLBARBITURATE.—The scale of prices is unchanged: spot, one cwt., 11s.; 28 lb., 11s. 3d.; 14 lb., 11s. 6d.; 7 lb., 11s. 9d.; smaller parcels, up to 12s. 6d. per lb.

SODIUM SALICYLATE (B.P.).—Business slow, makers' prices unchanged: home trade, crystals or powder, five cwt., 1s. 5½d.; one cwt., 1s. 6d.; 28 lb., 1s. 9d.; 14 lb., 1s. 10d.; 7 lb., 2s.; 1 lb., 2s. 3d. per lb.

SULPHONAL.—Small business: crystals or powder, two cwt., 15s. 5d.; one cwt., 15s. 11d.; 56 lb., 16s. 1d.; smaller parcels, up to 16s. 7½d. per lb.

TANNIC ACID (B.P. LEVISS).—Values for spot material are fully steady at about 2s. 9d. to 3s. per lb., as to quantity.

TARTARIC ACID (B.P. CRYSTALS).—Continues steady at former values: British makers quote at 1s. 1¼d. per lb., less 5 per cent. discount; dealers offering foreign materials at competitive prices.

Crude Drugs, etc.

AGAR.—Spot demand has been quiet and holders tend to ease their prices a little. No shipment offers of old crop from the source: spot, Kobe, No. 1, 3s. 10½d.; No. 2, 3s. 6½d.; Yokohama No. 1, 3s. 6d. per lb., shipment, new crop, January-February, Kobe No. 1, 2s. 6½d. to 2s. 8d.; No. 2, 2s. 5¾d. to 2s. 6½d.; Yokohama No. 1, 2s. 5d. per lb., c.i.f.

ALOES.—Steady, spot demand for Curaçao at full prices. Cape quiet and unchanged. Cape, spot, 63s. to 64s.; shipment, 62s. 6d. to 63s. per cwt., c.i.f., Curaçao, spot, blacks, from 135s., as to seller; livers, 145s. to 155s. per cwt.; shipment, nominal at 130s. to 135s. per cwt., c.i.f.

AMMONIACUM.—Dealers offering fairly clean pale drop at about 1s. to 1s. 1d. per lb., in bond.

ANNATTO SEED.—Market steady, supplies small: Madras, 3½d.; Jamaican, fair colour, 4½d. per lb., ex store.

ANTIMONY.—Chinese crude is dearer with spot at £47; shipment, November-December, £41, c.i.f. English regulus, spot, £92 10s. to £93 10s. per ton.

ARNICA FLOWERS.—Dealers are quoting small parcels on spot at about 1s. 3d. per lb., ex store.

BALSAMS.—Values of Canada are firm but business is quiet: *Tolu*, 1s. 10d. to 1s. 11d.; *Canada*, 4s. 9d.; *Peru*, 5s. 4½d.; *Copaiba*, 2s. 1d. to 2s. 2d. per lb., spot

BARBASCO ROOT.—This market, with derris root, remains neglected with values nominally unchanged.

BUCHU.—A few odd bales are reported to have been cleared at former values: rounds, 2s. 1d. to 2s. 2d.; ovals, 1s. 9d. to 1s. 11d. per lb., ex store. Shipment nominal.

BURDOCK.—Small spot parcels of root are being quoted at 48s. to 50s. per cwt., ex store. Business quiet.

CAMPHOR.—Steady demand for Japanese for home and re-export; values fully maintained: Japanese manufacturing BB grade, £8 10s. per 100 lb. Japanese, spot, tablets, 2s. 7½d.; powder, 2s. 4d.; slabs, 2s. 3½d. per lb. ex store; shipment, tablets, 2s. 3½d.; powder, 2s. 1d.; slabs, 2s. 0¾d. per lb., c.i.f.; English refined flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz., and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz., ⅜ oz., and ¼ oz., 3s. 6d. per lb.

CANTHARIDES.—Business has been quiet: spot, Chinese, 2s. 3d. to 2s. 4d. per lb., as to quantity; shipment, 1s. 9d. to 1s. 10d. per lb., c.i.f.

CARDAMOMS.—The spot values of most descriptions are about maintained. Shipment offers of Aleppy greens tend easier and it is understood the quality of the crop is not up to f.a.q. in some districts: Green Aleppy, spot, 4s. 3d.; shipment, November-December, 2s. 11d. per lb., c.i.f. Bombay seeds, spot, 6s. 3d. to 6s. 6d., shipment, 4s. 8d. per lb., c.i.f.

CASCARA SAGRADA.—Values are keeping quite steady, but the amount of business passing is small: 1937 peel, 48s. per cwt., c.i.f., with spot holders asking 58s. to 60s. per cwt.; old bark, from 65s. to 70s. per cwt., ex store.

CASCARILLA.—Small business; the market is steady at 1s. 3d. per lb., spot.

CASSIA FISTULA.—Some fairly sound good bold pods are offering at about 30s. per cwt., ex store.

CELERY SEEDS.—Dealers quote good bulk quantities on spot at about 85s. per cwt., ex store.

CHAMOMILES.—There has been a moderate demand with new crop first white flowers firm at 170s. per cwt., landed and duty paid.

CLOVES.—Spot values unchanged, slightly cheaper forward, market quiet: Zanzibar, spot, 8¾d.; shipment, November-December, 7 13/16d. per lb., c.i.f. Madagascar, in bond, 7⅞d.; shipment, November-December, 7⅜d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended October 23 were *nil* and the deliveries 107, leaving a stock of 2,659. From January 1 to date the landings of Zanzibar have been 5,053 and the deliveries 3,694. Landings of Madagascar for the week ended October 23 were *nil*, and the deliveries 95, leaving a stock of 3,428. From January 1 to date the landings of Madagascar have been 5,268 and the deliveries 3,010 packages.

COCHINEAL.—Brisk demand for blacks with practically all spot stocks cleared; any available would fetch about 2s. per lb. A limited supply of greys available at the moment at 1s. 9d. No silvers noted on the market.

COCONUT (DESICCATED).—At the decline the market is dull: spot, fine, 21s.; medium, 20s. per cwt.; shipment, halves, October-November, 19s. 9d.; December, 20s. per cwt., c.i.f.

COD-LIVER OIL.—Bergen reports the shipment market has been rather quiet; quotations unchanged: finest Lofoten steam refined, non-freezing medicinal oil, 107s. 6d. per barrel, c.i.f., London. Small lots on spot, about 142s. 6d. per barrel, ex store, duty paid. British finest medicinal oil is quoted at 110s. per barrel, delivered U.K., with rebates for 25, 50 or more barrels.

ERGOT.—Still no interest shown in this article: spot, Spanish/Portuguese, 5s. 6d.; shipment, nominally unchanged at 4s. 10½d. per lb., c.i.f.

GAMBOGE.—Supplies of fair Siam pipe quoted from £12 10s. to £13 10s. per cwt., ex store, as to quality.

GENTIAN.—Dealers are now quoting Continental root from 45s. to 47s. 6d. per cwt., as to quantity and quality.

GINGER.—Market has been quiet: West African, spot, 58s.; for arrival, January-March, 45s. per cwt., c.i.f. Jamaican, small grinding, in bags, 62s. 6d.; bold, in barrels, 85s. to 90s. per cwt., ex store.

GUM ACACIA.—Market is still on the quiet side: Kordofan, cleaned sorts, spot, 50s.; shipment, 48s. 6d. per cwt., c.i.f.

HENBANE.—Dealers offering small parcel business, with quotations about 75s. per cwt., ex store.

HENNA.—Fair business, market steady: Egyptian, green, 34s. to 35s.; brown, 30s. to 32s. 6d. per cwt., ex store, as to quantity.

HONEY.—Business has been quiet this week, but values are fully steady: Jamaican, dark liquid manufacturing, 40s. up to 55s. for pale set. Californian white clover is scarce on spot at 52s. per cwt., duty paid. Canadian, new crop, in small supply and held for 57s. 6d. to 60s. Some dark St. Domingo is now available at 37s. per cwt., duty paid. Very little of any other description offering.

HYDRASTIS.—Shipment prices for new crop are again dearer, the lowest being 15s., c.i.f. There may still be a spot seller at under this figure of old crop. Fair spot demand reported.

IPECACUANHA.—Market is steady, fair export inquiry: Matto Grosso, B.P. test, spot, 8s. 3d.; shipment, nominal, no offers. A parcel on spot, not quite B.P., offered at about 8s. per lb.

MENTHOL.—The Japanese product continues in demand on spot, and there has been a fair Continental demand this week: K/S brands, spot, 13s. 10½d. to 14s.; in bond, 12s. 3d.; goods afloat, due in about 3 weeks, 13s. 6d., landed and duty paid. Japanese shippers quote December-January at 10s. 3d., c.i.f., and January-March at 10s., c.i.f. On the market there is a seller of August-September at 11s. 9d., c.i.f.

MERCURY.—Continental metal is quoted easier this week: spot stocks available, quoted at 64 dollars per bottle, f.o.b. Continent; spot, in small lots, about £13 to £13 0s. 6d. per bottle, ex store.

PEPPER.—Market has been dull and is rather easier forward. Lampong, in bond, 2¾d.; shipment, October-December, 2 5/16d.; January-March, 2⅜d., c.i.f. Tellicherry, spot, 4d.; shipment, November-

December, 35s., c.i.f. Aleppy, spot, 4d.; shipment, November-December, 35s., c.i.f. White Muntok, in bond, 4d.; shipment, October-December, 3⅞d.; January-March, 4d., c.i.f. London Terminal Market: White, sellers, December, 3 15/16d.; March, 3 15/16d.; May, 4d. Black, sellers, December, 2⅝d.; March, 2¾d.; May, 2 13/16d.

PIMENTO.—Values are fully steady: spot, 8¼d. per lb.; shipment, November-December, 69s. 6d. per cwt., c.i.f.

RHUBARB.—Fair spot inquiry for rough round, with 3s. to 3s. 3d. asked; buyers not inclined to pay these prices. Importers advise the October shipment of rough round has been shipped and is due here about the middle of November; quoted at 2s. 7½d. per lb., landed and duty paid. A few odd lots of Shensi quoted from 5s. to 6s. per lb., according to condition.

RUBBER.—Market is steadier at the further decline, business fair: standard ribbed smoked sheet, spot, 7¼d.; November, 7¼d.; December, 7 5/16d.; January-March, 7⅜d.; April-June, 7 7/16d.; July-September, 7½d. per lb.

SAFFRON.—Spot values for genuine Valencia continue steady from 74s. to 76s. per lb., ex store.

SEEDS.—ANISE.—Spot, duty paid, Spanish, 60s.; Bulgarian, 40s.; Persian, 37s. 6d. CANARY.—Market quiet, prices quoted spot, duty paid: Mazagan, 21s. 6d.; Plate, 19s. 9d.; Turkish, 18s. 6d.; Spanish, 27s. 6d. to 35s. CARAWAY.—Dutch, 35s. 6d., spot, duty paid; 30s. quoted f.o.b. Holland. CORIANDER.—Spot Morocco, is quoted at 27s., duty paid. CUMIN.—Spot, Malta, 46s., duty free; Morocco, 45s. duty paid and 42s. in bond. FENNEL.—Irak on spot is 25s. to 27s. 6d.; Indian, 30s. FENUGREEK.—Morocco on spot is offered at 13s. 6d. duty paid. MUSTARD.—English, 20s. to 32s. 6d., according to quailty.

SENEGA.—Market is reported dearer, with most shipment offers of new crop up to 2s. 2d. per lb., c.i.f. Spot values are about 2s. 3d. to 2s. 4d. per lb., as to quantity and seller.

SHELLAC.—At the lower values the market is steadier. Spot, standard TN orange, 44s. to 47s.; fine orange, 60s. to 100s.; pure button, 55s. to 60s. per cwt. For delivery, TN, December, 43s. 6d.; March, 45s. 6d. For arrival, TN, November-December, 44s. per cwt., c.i.f.

SQUILL.—Dealers are offering supplies of No. 1 at 27s. 6d. and No. 2 at 25s. 6d. per cwt., ex store.

TRAGACANTH.—Steady inquiry for the medium white grades continues, particularly for parcels valued between £35 and £45 per cwt. Higher grades are quiet, and held for £55 to £70 per cwt. Textile gums have met with a small demand, and are quoted at former figures.

TURMERIC.—Madras finger, nominal, with the market bare. Rajapore, rather wormy, about 30s. per cwt., ex store.

WAXES: BEES'.—At the rather easier terms now quoted the market is steadier. Calcutta, bleached spot, 140s.; shipment, October-November, 135s.; ordinary quality, spot, 115s.; shipment, October-November, 113s., c.i.f. Benguella, spot, 120s.; shipment, October-November, 118s., c.i.f. Conakry, spot, 115s.; shipment, 110s., c.i.f. Dar-es-Salaam, spot, 125s.; shipment, October-November, 118s. per cwt., c.i.f. CARNAUBA.—Near positions continue fully steady. Fatty grey, spot, 170s.; shipment, afloat, 165s., c.i.f.; November-December, new crop, 152s. 6d., c.i.f. Chalky grey, spot, 167s. 6d.; shipment, 155s., c.i.f. Primeira, spot, good quality, 220s.; f.a.q., 215s.; shipment, November-December, 187s. 6d., c.i.f. Mediana, spot, 200s.; shipment, 182s. 6d., c.i.f.

Essential Oils, etc.

A FAIR consuming trade continues in a number of products and values are keeping generally steady. Cassia is firm but quiet. Sicilian hand-pressed lemon is irregular for new crop shipment quotations. Japanese peppermint continues in demand on spot; distant shipment positions are rather easier.

ANISE (STAR).—Business is of limited size with spot values fully steady. Some drums are reported on the spot at about 5s. 2d. and tins in cases, 5s. 6d. per lb., ex store. Drums in "Ajax" shortly due reported all sold, but a few tins are available at 5s., c.i.f. Several August/September and September/October shipments outstanding with no sign of despatch being effected. It is known that there is heavy congestion at the docks at Hong Kong with consequent delay in shipments.

BERGAMOT.—A small inquiry on spot with prices obtained for good oil ranging from 15s. 7½d. to 15s. 9d. per lb. The shipment price is nominally unchanged at 15s. 4½d. per lb., c.i.f.

BOIS DE ROSE.—The small stocks of Brazilian oil offered on the spot are steady at 6s. 2d. for drums and up to 6s. 6d. per lb. for smaller parcels.

CASSIA.—The spot demand seems to have been very limited this week, but the few holders of really first-class oil in leads are not selling at less than 3s. 7½d. per lb. Some adulterated oil is reported available at a lower figure.

CINNAMON LEAF.—Shipment of Ceylon oil is reported at about 2s. 10½d. per lb., c.i.f., in drums. Small lots of repacked oil on spot about 3s. 7½d. to 3s. 9d. per lb., ex store.

CITRONELLA.—Values are maintained on quotation at the source, but business for this market remains rather quiet in both oils: Ceylon, spot, drums, 1s. 10d.; smaller parcels, up to 2s.; shipment, drums, 1s. 6½d. per lb., c.i.f. Java, spot, drums, 2s. 4d. to 2s. 5d.; smaller parcels, up to 2s. 7½d.; shipment, drums, 1s. 11½d. per lb., c.i.f.

EUCALYPTUS.—A restricted spot demand, with values fully steady: Australian, 70 to 75 per cent., 1s. 8¾d., in drums; 1s. 9½d., in tins; 80 to 85 per cent., 1s. 10½d. per lb., in drums, if available; higher prices for small lots on spot. Shipment, 70 to 75 per cent., 1s. 6d., in drums; 1s. 6½d. in tins; 80 to 85 per cent., 1s. 7½d. per lb., c.i.f., for November shipment.

GERANIUM.—Business on spot has shown no substantial improvement: Bourbon, spot, 14s. 10½d. to 15s. 3d.; shipment, 14s. 3d., c.i.f. Algerian, spot, 14s. 9d. to 15s.; shipment, 14s. per lb., c.i.f., nominal.

HO (SHIU).—The holders of spot oil are not finding much business; quotations for "improved" quality oil are in the region of 4s. per lb., in drums, ex store.

JUNIPER BERRY.—Dealers' prices for small quantities on spot range from 3s. 4d. to 4s. per lb., as to quality.

LAVENDER.—There would be no difficulty in placing orders for good quality fresh new crop, 38 to 40 per cent., at about 16s. to 16s. 3d. per lb., landed. Demand remains quiet. Lavandin steady; new crop, 8s. to 8s. 6d. per lb., as to quality.

LEMON.—Reports continue to circulate of shipment offers of new crop Sicilian hand-pressed oil at comparatively low figures, and it is stated that some business has been done at these values. The amount of new crop oil produced to date is, of course, negligible, and we find that most of the shippers of the leading brands are not prepared to contract at less than 9s. 3d. per lb., c.i.f., January shipment. Circumstances suggest that, despite regulations covering the correct description of all shipments of this product, buyers are likely to get delivery of an oil of a quality and description that approximates to the price they bought it at. Californian distilled, regular quality, 6s. 4d. per lb., ex wharf.

LEMONGRASS.—Shipment market continues rather slack: December-January shipment, 1s. 6½d.; spot, about 1s. 8d. to 1s. 11d. per lb., ex store.

MANDARIN.—Supplies of good quality oil on spot seem to be limited and prices are dearer at 25s. 6d. to 26s. 6d. per lb. New crop, for shipment, 22s. 6d. per lb., c.i.f.

NUTMEG.—Values are quite steady; fair amount of small business. American and Dutch oil, 5s. 9d. to 6s. per lb., as to quantity.

ORANGE.—The shipment price for new crop French Guinea oil has yet to be defined. There have been one or two indications suggesting 3s. 9d. up to 4s., c.i.f., and some oil made from immature fruit is said to have been quoted at about 3s. 4d., c.i.f. Tanganyika bitter oil, in drums, 8s. per lb., ex store. Californian, small drums, 4s. 2½.; tins in cases, 4s. 3½d.; single cases, 4s. 6d. per lb., ex store. Californian, hand-pressed, 5s. 6d. to 5s. 9d., duty paid; shipment, 5s. 1d. per lb., c.i.f., in bulk quantity.

PALMAROSA.—Dealers are asking about 8s. per lb., for very small spot supplies. The shipment market is now down to about 6s. 10d. per lb., c.i.f, with no interest shown.

PATCHOULI.—A slow sale on spot of small parcels. Singapore oil, 14s. 9d. to 15s. as to quantity. Seychelles, about 13s. per lb., ex store.

PEPPERMINT.—Fair amount of spot business continues in the Japanese product: spot, 5s. 1½d. to 5s. 2d., as to brand. Parcels arriving are mostly going into consumption. Some goods on s.s. "Corfu," due early in November, offered at 5s. landed. Japanese shippers are firm for prompt but distant positions are rather easier. January, 3s. 11d.; January-March, 3s. 10d., c.i.f. Re-sellers are hesitating to quote less, but there may be a seller of January-March at 3s. 10d. per lb., c.i.f. American natural oil in drums is not finding much business with new crop quoted from 2 dollars 15 to 30 cents per lb., in drums, c.i.f., according to brand.

PETITGRAIN.—The spot market is steady with cases at 4s. 3d. and smaller parcels up to 4s. 6d. per lb.; shipment, in bulk quantity, 4s. per lb., c.i.f., in cases.

ROSEMARY.—The position as regards supplies of Spanish oil is rather easier and a good quality oil is now reported at about 3s. 4d. with other ideas of values still up to 4s. per lb., ex store.

SANDALWOOD.—Genuine East Indian Mysore, in one-case lots on spot, 19s. per lb. Oil described as East Indian is steady at the recent slight advance at 17s. 6d. per lb., c.i.f., for bulk quantities. English-made East Indian, 22s. 6d. to 25s. per lb., as to quantity. English-made West Indian, 7s. 3d. per lb. Australian, steady at 15s. 3d. per lb., for 7-lb. tins; one case at 14s. 9d. and five cases at 14s. 6d. per lb.

SPEARMINT.—Prices vary as to quality, with U.S.P. at about 9s. spot, with shipment quoted at 8s. 3d. per lb., c.i.f.

SPIKE.—It is reported that offers for shipment from Valencia have recently been made to this market, but it is not known if despatch could actually be effected. Spot values are full steady with good quality oils held for 5s. 7½d. to 6s. per lb., as to quantity.

WORMSEED.—Market steady, business quiet: U.S.P. quality oil, spot, 11s. 8d. to 12s.; shipment, 11s. 2d. per lb., c.i.f.

Correspondence

Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

N.H.I. Payments Scrutinised

SIR,—I read with interest the disgust expressed by chemists over the existing N.H.I. contract, and beg to suggest that, rather than cry over spilt milk, they consider the terms of future contracts. Let chemists be unanimous over that, so that our leaders who make the contract know what we want and cannot be cursed for their incompetence after the damage is done. My suggestion for the contract is that, rather than a fee for each prescription, the contractor should be given a lump sum in ratio to his dispensing for the month. Thus payment would be:—

Up to 100 scripts	£8 per month
Up to 200 scripts	£10 per month
Up to 300 scripts	£11 per month
Up to 400 scripts	£12 per month
Up to 500 scripts	£13 per month
Etc.	Etc.

Surely a chemist who dispenses 100 prescriptions per week is entitled to £3 for his work—incidentally, not only for his work, but for the interest on the money he has invested in drugs and appliances so that he may carry out the contract. It will be argued that two shops doing 100 scripts will cost the insurance funds £16 per month, where one shop doing 200 would cost only £10. This is so, but in this way the Government would take it into their hands to limit the number of pharmacies—a thing which is much needed. It will be interesting to read other people's resolutions, but do let us give up moaning and become constructive.—Yours faithfully,

J. O. BOND.

Somerton, Somerset.

SIR,—The article by Mr. F. C. Wilson on N.H.I. payments is interesting, but it seems to me that English chemists have nothing to grumble about; on the contrary, they are exceedingly well off. Assuming that the dispensing fees in Scotland are the same as in England (and there is not much difference), the Scottish chemist has much more room to complain, as the following table shows:—

	England	Scotland
No. of patients	1,000	1,000
Number of R's per 1,000 patients per annum	4,500	1,750
Gross income in fees per 1,000 patients	£81 11s. 3d.	£27 11s. 0d.

Yours, etc.,

MAC (26/10).

SIR,—Careful as the analysis of N.H.I. payments by Mr. F. C. Wilson is (*C. & D.*, October 23, p. 491), it is not complete, as there are other factors which depreciate the dispensing fees still further. Mr. Wilson allows five minutes for dispensing a prescription with a two-minute interval between each; but many insured persons take much longer than two minutes to serve. Many doctors neither write nor give directions for use, and the chemist is expected to complete his duty for him; instructions for the use of some medicaments take longer than two minutes to give; and as our pharmacist is presumed to be working alone it would spoil his average, or he would have to employ a counter assistant out of his net £3 1s. 2d. a week. Also a certain amount of time is taken up in making out orders, receiving goods and returning empties, filling up dispensing rounds, keeping records and accounts, all of which must come out of his fifty-one hours. In addition to interest on stock, there is the loss on bad stock, drugs unusable through changes in formulas, and wastage on proprietary preparations. Then there is the loss of interest on money lent to customers in the shape of containers. When, after a period varying from a few days to several years, the bottles are returned nominally clean, some of them are so stained they cannot be cleansed sufficiently to be used for fresh mixtures. Speaking from many years' experience of insurance work, during which period I have analysed the figures many times in various ways, I consider Mr. Wilson has painted rather a rosy picture of the returns, and the final comment is that nobody has yet put into practice the type of business which he adopts theoretically.—Faithfully yours,

PRACTICIAN (25/10).

SIR,—We do not want two sets of negotiators, possibly taking up different attitudes; and one readily agrees with your comment in the article on "A Council Dilemma" (*C. & D.*, October 23, p. 487) that the presentation of a case on N.H.I. dispensing independently by the Pharmaceutical Society would be unfortunate. But the considered opinion of the Council of the Society should carry weight additional to the arguments put forward by the Executive of the N.P.U. Can Insurance dispensing be described simply as a trading operation? It is a public service paid for by professional fees, and if it were not that the dispensing is done in an open shop instead of a dispensary kept apart it would not be considered as allied to trade. Further, the existence of the discounting clause removes it entirely from any definition of a business proposition. Panel chemists are not in the position of wage earners but are contractors to the Government, and what they have to decide before next year is whether they will sign a fresh contract on the old terms or refuse to do so unless the conditions are improved. To do this effectively would require the adhesion of all panel chemists, and the doubt whether this would be forthcoming has always been the excuse of the N.P.U. for not adopting a stronger attitude in negotiations; but if it were known that the Society was working in conjunction with the N.P.U. to secure satisfactory terms it might induce the waverers to make a stand with the rest. The coming negotiations will probably be the last chance chemists will have of getting terms which will put this work on a self-supporting basis. If they fail this time one charge after another will probably be piled on to the drug fund.

Yours truly,

CONTRACTED (26/10).

Protection of Business

SIR,—Many of us feel happy that, at last, our parent Society is to live up to its Charter and endeavour to protect the business of the chemist and druggist. With one voice the Council should say, "The dispensing chemist must be paid at a rate of remuneration which will enable him to get his living honestly and openly, and render him superior to the temptation to increase his profit and his income by interfering, in ever so small a degree, with the quality of the drugs he uses and with the health, and maybe the lives, of many." The Society could also act in other directions: The recommendation of the Select Committee on the Medicine Stamp Acts clearly shows us that more, not less, control is required in the sale of potent medicines—witness the ease with which members of this Select Committee were enabled to purchase from young unqualified assistants medicines which our representatives claimed the privilege of selling. Unless we call a halt to this lack of control we must admit that the multiple stores and grocers are well on the road to winning the rights and privileges which belong to pharmacy. In view of the education and examination of the pharmacist, evidence of which must be given before a legally constituted body prior to registration, the Society should make a bold stand and impress on the Legislature that the service rendered by the pharmacist is a personal and direct one, and cannot legitimately be multipled indefinitely through the agency of unqualified persons. We should make representations to the Chancellor on this point before the next Budget. The following letter recently appeared in "Forward":

"If one entered a greengrocer's shop, asking for a cabbage priced at 4d., and was offered one by the greengrocer at 5d., with the explanation that, as he owned the sole proprietary right of spelling cabbage with a capital K, the Government imposed a tax in the form of a stamp duty, wouldn't we denounce his demand as a ridiculous imposition? Yet something akin to this is really happening in the present day; and no one makes so much as a murmur of protest. There is now advertised a so-called patent medicine, the owners of which claim no proprietary rights to the formula of the goods, but to the name. This information is conveyed by the advertisement itself. It is the name, and not the medicine that is patented. Am I right? If this would seem to be so, is it not a device to compel me to pay 5s. for goods valued at 4s., because they bear a fancy name?"

In passing, it is noted that the new organisation turned down

a resolution bearing on publicity for pharmacy. Admitted they are doing something in the matter, it has been passed to our P.R.O. [Public Relations Officer] ; but perhaps, when they read the recent letter of Dr. Alfred Cox, regarding publicity, they will realise that they acted too precipitately in this matter. I am convinced, however, that the sponsors of this particular resolution, in view of the generous support given to them at different conferences, will keep alive to the situation. —Yours faithfully,

R. MacDonald Murray.

Middlesbrough.

Pharmaceutical Society of Ireland

Sir,—With your kind permission, we wish to thank the members of the Pharmaceutical Society of Ireland who voted for us at the recent Council election.—Yours, etc.,

Patrick D. Larkin,
Joseph Gorry.

October 26, 1937.

Branch Reports

Sir,—After reading the discussion at a meeting of the Lancaster Branch of the Pharmaceutical Society (*C. & D.*, October 23, p. 472) on the amount of space allotted in the trade Press to reports of branch and association meetings, I was curious to ascertain the actual numbers of lines devoted to these reports in recent weekly issues. In some instances, as indicated, the corresponding reports had to be sought in earlier issues:—

Branch	"P.J."	"C. & D."
Birmingham	15	34
Bolton	28	27
Chesterfield	7	16
Edinburgh	9	8 (Oct. 16)
Exeter	15	16
Glasgow	11	15
Hull	14	19
Ipswich	4	10
Isle of Thanet	10	17
N.E. Lancs	6	12
Lancaster	45	63
Leeds	14	17
Manchester (Public Pharmacists)	4	7
Newcastle	34	30
North Staffs	8	—
Portsmouth	6	18
Public Pharmacists	7	7
Reading	17	21
Torquay	6	10 (Oct. 9)
Warrington	8	—
W. Glamorgan	11	13
West Ham	5	—
Wimbledon	18	19
Durham	5 (Oct. 16)	10
Leicester	16 (Oct. 16)	12
Manchester	—	11
Total	323	412

The average numbers of characters per line are approximately equal.—Yours. etc.

Computator (23/10).

British Fine Chemical Industry

Sir,—One of the most instructive narratives which have appeared in recent issues of your journal was that on October 16, on the development of the British fine chemical industry. This formed a natural corollary to the account of the twenty-first anniversary of the estabishment of the Association of British Chemical Manufacturers, and showed how thoroughly we have learnt the lessons of the Great War—so far, at least, as the manufacture of chemicals is concerned. It is particularly gratifying to observe that distinguished pharmacists such as Mr. C. A. Hill and Mr. W. J. U. Woolcock have played so prominent a part in this necessary work for the welfare of the nation, and to know that by the enterprise of the firms named this country is, chemically speaking, practically independent of foreign supplies. Not only so, but what is more significant is the fact that British firms are fully alive to the introduction of entirely new remedies to meet the requirements of modern medical science, and that there is no such thing nowadays as waiting for a foreign lead when the appropriate medicinal remedy is indicated. The actual research carried on in well-equipped British laboratories is greater, probably, at the present day, than in any other country in the world. It is really amazing how difficulties due largely to the dearth of raw products have been gradually overcome.—Yours, etc.,

Notibus (26/10).

Pharmaceutical Ethics

Sir,—The question of instituting a code of ethics for pharmacy was raised by some earnest souls at the Liverpool Conference, but was gently though firmly tabooed. It is amusing, therefore, to read in the *C. & D.*, October 23, p. 477, of the new code which has been drawn up by the South African Pharmacy Board. Of the thirteen things which the South African pharmacist may not do, none seems at all contrary in principle or in precept to what might be expected of any self-respecting chemist in this country. It will be interesting to watch the progress of events in this connexion. Not to be allowed to advertise would, of course, be a fatal step for the development of pharmacy, but the South African Code does not go quite so far. It merely stipulates that, in their advertising, pharmacists should not cast aspersions on the professional skill or ability of their competitors. Surely quite a reasonable and dignified request.—Yours faithfully,

Dignitate (26/10).

Yeast in Diabetes

Sir,—I have to thank Dr. Shiel for his observations (*C. & D.*, October 16, p. 469), which I have read with much interest. I think, however, he has come to a rather hasty conclusion regarding my letter of October 9, which simply stated facts brought to my notice and passed on in the hope that they might be helpful. I have not the slightest desire to make any extravagant claim for yeast, but I do maintain that only after the continued use of this substance was the patient in question able to reduce gradually the insulin dosage. I have discussed the matter with the patient's doctor, who is not inclined to dismiss the matter as of no consequence, but is keeping an eye on further developments ; and at the moment indications point to a further reduction in insulin. This doctor informed me that he had heard of the use of yeast in other cases but had not taken particular notice of results. I should be glad if any reader could explain the action of yeast on the sugar content of the blood. Replying to "50+50 Retard" (*C. & D.*, October 23, p. 499), I agree that dosage fluctuates for various reasons, but in the case referred to the dosage has been consistently reduced. The form of yeast being taken is baker's yeast and the quantity approximately half a drachm thrice daily in milk. In conclusion I would state that this patient, many years ago, was given four months of life by eminent authorities, and to-day he is working in an engineering factory.—I am, etc.,

Observer (26/10).

The Single-Handed Proprietor

Sir,—Although I am not what is usually termed a professional locum, I take duty occasionally for one or two personal friends, and my experience tallies with the instance given by "Veteran" of a locum having ten offers for one week in August (*C. & D.*, October 16, p. 469). The news that one is doing locum work seems to travel very quickly, and in consequence I have had enough applications to fill up the whole summer, and for the month of August double the usual number. It would seem that any reliable man who wants this work should have little difficulty in finding engagements for the greater part of the year, what with holidays and emergency reliefs in case of illness. I think it is a mistake not to have a holiday. Another point is that many chemists do not try to fix up with a locum until a week or so before they want his services. When I was in business I arranged the holiday dates soon after Easter and booked a locum ; if everybody did this, although it would not increase the number of locums available or decrease the number of chemists requiring them, it would facilitate the fixing of dates which could be spread over the summer months, and save the last-minute scramble which now takes place. "Veteran" also questions the proportion of single-handed or small businesses to the number of shops on the Register ; I should say that the proportion is very large, and that pharmacies which employ a qualified assistant as well as the proprietor are relatively few in number. In my own town I can think of half a dozen shops worked by the proprietor with an unqualified junior or a young girl.

Faithfully yours,

Retirlo (19/10).

Miscellaneous Inquiries

We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them

G. P. (25/9).—MUSTARD GAS.—The preparation of mustard gas was described by Victor Meyer in 1886 by a difficult process, yielding only 60 per cent. of the theoretical return, requiring three reactions: (1) The action of hypochlorous acid on ethylene yields ethylene chlorhydrate; (2) the latter is then treated with sodium sulphide; and (3) the resulting thiolglycol with hydrochloric acid. Although in June 1917, when mustard gas was first used by the Germans, over thirty years had elapsed since its preparation had been described, yet the Germans adopted the original, costly, and involved method. Six months later, as the result of research work conducted in British laboratories, a process was found making it possible to produce mustard gas in one reaction—viz., by the direct condensation of ethylene and sulphomonochloride, a process which furnishes 98.99 per cent. of the theoretical yield. We think you will find further useful information in the *C. & D.* Air-Raid Precautions Number, November 14, 1936.

N. P. I. (Holland).—TOILET RECIPES.—You do not mention any particular types of tooth pastes or permanent waving solutions. Many examples of both preparations are given in "Pharmaceutical Formulas," Vol. II, from which the following have been taken:—

Antiseptic Dental Cream

Precipitated chalk	℥v.
Powdered white soap	ʒj.
Sodium salicylate	gr. xx.
Oil of rose geranium	♏iv.
Oil of wintergreen	♏iij.
Solution of carmine	♏ij.
Glycerin (4) } Water (1) }	a sufficiency

Triturate the powders, add the oils, and continue trituration until well mixed; then make into a paste of the desired consistence with glycerin and water mixed in the proportions given, add the solution of carmine, and rub all together until a smooth, creamy paste results.

Ricinoleate Toothpaste

Sodium ricinoleate	2 per cent.
Sodium chloride	2 per cent.
Calcium carbonate,	
Glycerin,	
Gelatin,	
Flavouring	of each a sufficiency

Permanent Waving Solution

I

Potassium carbonate	1½ oz.
Borax	1 dr.
Distilled water	20 oz.
Colour	as required.

II

Ammonium carbonate lump	3½ oz.
Borax	½ oz.
Water	20 oz.

W. G. (25/99).—DEPRECIATION OF FITTINGS AND FIXTURES.—This is always allowed for annually in any balance sheet or in any return for the purposes of income tax. The amount is usually placed at 10 per cent. per annum, but this is applying to fittings the principle affecting machinery to provide for wear and tear. The term usually applied is "reasonable wear and tear" of such items as may be charged to capital account. Shelves, counters, window-case fittings, etc., do not depreciate to the extent of 10 per cent. per annum, though, taken in its widest sense, they may be said to do so for a few years after first fitting. There would, obviously, in such a method arrive a time where there was no value at all—which might or might not be correct. To quote a flat rate for depreciation for such things in a chemist's shop is consequently impossible. The soundest basis is, after the initial stages are written off, to bring them to a current exchangeable rate, and then only deduct any specific depreciation which may later arise. Valuation is always at current market or exchangeable rates, which makes all fittings and fixtures of much less value when being sold after once they have been fitted. The initial loss of values is consequently high, but the ratio decreases until bare values are reached.

J. B. J. (26/9).—VALUE OF BUSINESS.—The goodwill of a business is dependent upon site, age, lease, etc., plus capitalisation of the true net profits. The figures you mention only appear to pay the owner's expected salary, so there is not likely to be much from the so-called net profit. Stocks and fixtures will be the main value.

P.T. (26/92).—PARAFFIN EMULSION WITH CASCARA.—A preparation such as you require could be made as follows:—

Agar	50 gr.
Liquid paraffin	10 oz.
Acacia	240 gr.
Tragacanth	20 gr.
Liquid extract of cascara	5 dr.
Glycerin	7 dr.
Oil of lemon	15 min.
Distilled water	to 20 oz.

G. R. K. (20/10).—OIL EMULSION INJECTIONS.—The work to which you refer is probably that of Walsh and Frazer ("British Medical Journal," March 10, 1934). The authors state that in order to investigate the properties of finely divided fat particles with regard to the adsorption of toxins and at the same time to overcome the difficulties attendant on the use of solid particles for injection purposes, experiments were condutced with very finely divided emulsions of cod-liver oil, arachis oil, and olive oil. Toxins, such as diphtheria and tetanus toxins, adsorbed on to these fat particles were found to be non-toxic when injected subcutaneously in large doses. The emulsions used in the following experiments consisted in all cases of 3.5 per cent. oil in water, using sodium carbonate as the emulsifying agent, the finished emulsions being adjusted to *p*H 8 (using the indicator method), the oil being very finely dispersed, the size of the particles averaging 1/2 to 1μ. These emulsions are extremely stable, and will withstand sterilisation by boiling.

E. B. (26/82).—DEPILATORY WAX.—This appears to be a mastic and a resin made into a mass by heating, plasticity depending upon the proportions. While we cannot give any further details regarding its composition we think you would obtain a more satisfactory preparation from the following formula:—

Ceresin	1 oz.
Yellow beeswax	2 oz.
Resin	6 oz.

H. S. Y. (25/98).—PRESERVING BEECH LEAVES.—The usual solution is about equal parts of glycerin and water. The ends of the stems should be trimmed before being inserted in the above solution and allowed to remain there about six days. It is rather important that the leaves should not have turned too far before being preserved. If a weaker glycerin solution is used, it should not be below 1 in 3.

Retrospect of Fifty Years Ago

Reprinted from
"The Chemist and Druggist," October 29, 1887

Production of Cinchona

In a second letter to the "Indische Mercuur," Mr. Von Winning, whose observations on the profitableness of cinchona growing we quoted last week, urges planters to pay greater attention to the harvesting and sorting of the bark, and maintains that the present depression of the quinine market is largely, if not principally, owing to the foolish habit of the growers to ship the largest possible quantities of bark, utterly regardless of alkaloidal strength. The principal sinners in this respect, according to Mr. Von Winning, are the Ceylon planters; but the evil has now spread to Java, and may, unless speedily checked, bring about the complete ruin of the cinchona industry. It is pointed out that frequently the London market has declined merely upon the strength of telegrams from Colombo announcing the shipment of heavy quantities of bark, although the alkaloidal richness of the parcels was entirely unknown.

ANOTHER CASE FOR KORAY TABLETS...

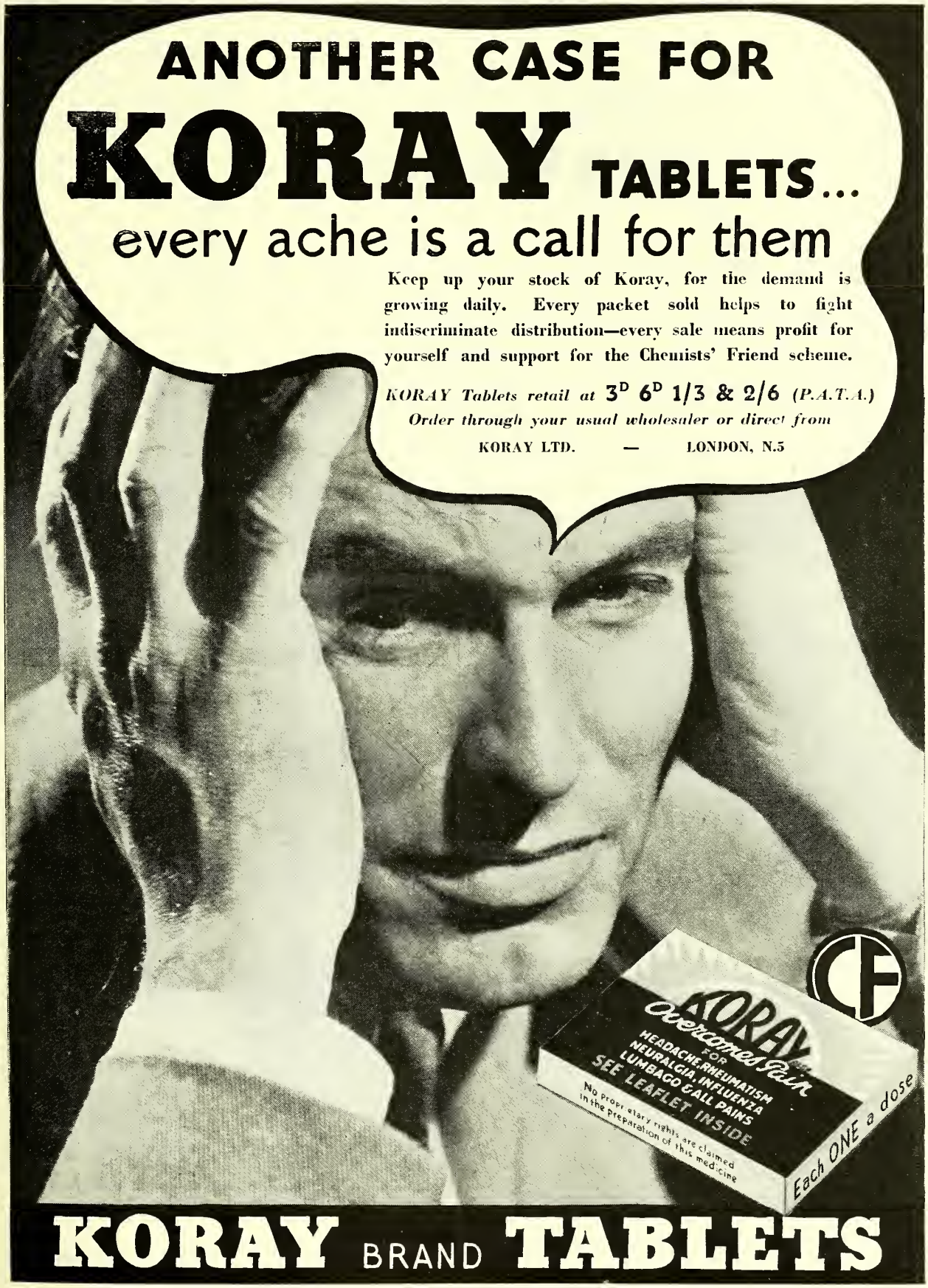
every ache is a call for them

Keep up your stock of Koray, for the demand is growing daily. Every packet sold helps to fight indiscriminate distribution—every sale means profit for yourself and support for the Chemists' Friend scheme.

KORAY Tablets retail at 3D 6D 1/3 & 2/6 *(P.A.T.A.)*

Order through your usual wholesaler or direct from

KORAY LTD. — LONDON, N.5



KORAY BRAND TABLETS

Specify

CARNEBROS

Brand

Aloin • Chrysarobin
Podophyllin • Quinine
Santonin • Strychnine

Acetysalicylic Acid
Amidopyrin
Barbitone
Caffeine
Emetine
Ephedrine
Iodides
Jalap Resin
Menthol
Phenacetin
Phenazone
Phenobarbitone
Salicylates
Scammony Resin
Sulphonal
etc.

CARNEGIE BROS. LTD., 227-229 ESSEX RD., LONDON, N.1

Telephone : Clissold 4761—4 lines.
Telegraphic Address : Carnebros, London.
Codes : ABC-5th and 6th Editions, Etc.

ARNFIELD'S
RASPBERRY
VINEGAR

Prepared from selected Raspberries and Pure Cane Sugar.

This product is free from flavouring and added preservatives.

Guaranteed to comply with the requirements of the Food and Drugs Act and Pure Food Regulations.

Samples and prices will be sent on receipt of applications.

Supplied only in Carboys, Kegs, Casks and Winchesters.

J.C. ARNFIELD & SONS LTD
Wholesale & Export Druggists
GADSBY WORKS, PRINCES ST. STOCKPORT
Established 1786

BUY YOUR

PILLS
TABLETS
CAPSULES

FROM

SPECIALISTS

PACKED & IN BULK

WRITE FOR COPY OF OUR LIST

HOWARD LLOYD & CO. LTD
LEICESTER

ALKALOIDS

FINE CHEMICALS AND OPIUM DERIVATIVES

Goods covered by Dangerous Drugs Acts offered subject to all regulations

Aloin · Atropine · Bismuth Salts · Caffeine · Cantharidin Capsicin · Chloroform · Chrysarobin · Codeine · Diamorphine Emp. Canth. Liq. · Ephedrine · Ergotin · Eserine · Ethylmorphine · Gingerine · Hyoscyamine · Jalap Resin · Leptandrin Morphine · Opium · Podophyllin Resin · Salicin · Santonin Scammony Resin · Strychnine · Veratrine and other Pharmaceutical Chemicals and Preparations.

T. & H. SMITH LTD.

25 CHRISTOPHER STREET, LONDON, E.C.2

Blandfield Works, Edinburgh, 32-34 Virginia St., Glasgow

GUMS

Acacia
Tragacanth
Karaya
Benzoin
Copal
Mastic
Damar

SHELLACS *and* WAXES

Japan Wax, White Bees Wax, Candelilla Wax, Carnauba Wax

Official Agents:
ANGELO BROS. LTD
SHELLACS

In natural and powder form

A.F.SUTER & CO. LTD

133 FENCHURCH ST., LONDON, E.C.3

'Phones, Mansion House 0347 (2 lines). Grams, Suteresin, Fen, London

STERLING BRAND CHEMICALS

BISMUTH SALTS
SCALE PREPARATIONS
HYPOPHOSPHITES
MERCURIALS
STEARATES
CITRATES
ACIDS
ETC.

THOMAS TYRER & CO., LTD.

STRATFORD, LONDON E.15.

CAMAR

EPSOM SALTS
Commercial and B.P. Qualities also Powdered

Glauber's Salt
Commercial and B.P. Qualities and Desiccated

Zinc Sulphate
Commercial and B.P. Qualities

Zinc Chloride
Fused, Granulated and Liquid

WILLIAM BLYTHE & CO., LTD.
Hol'and Bank Chemical Works
CHURCH
LANCASHIRE

Hyposulphite of Soda *Pea Crystals*

Lead Arsenate
Paste and Powder

Precipitated Sulphur

WEED KILLER

A list of our general Technical Chemicals sent on application

ROURA & FORGAS
14 SEETHING LANE, GT. TOWER ST.,
LONDON, E.C.3
Phone: ROYAL 3080

QUICKSILVER

Send your Enquiries to the SOLE IMPORTING BUYERS for the WORLD of the production of Quicksilver
of MINAS de ALMADEN, SPAIN

Announcing!

A new low P.A.T.A. listing for HIMROD'S famous formula ASTHMA CURE.

RETAIL PRICE 4/-
PER DOZEN NET 36/-
1 DOZEN @ 35/-
6 DOZEN @ 33/-
24 DOZEN @ 32/6

Chemists are urged to stock up this profitable line of 65 years indisputable merit.

IT PAYS TO SELL QUALITY!

HIMROD'S CURE

THE GOODWILL OF BOX'S CUSTOMERS IS YOURS ON DEMAND

Buyers of Box's Pills being "on to a good thing" very soon come back for more, and quickly establish themselves as your regular customers.
Display this famous fifty-year-old proprietary and start profit-taking at once.
SALES-MAKING DISPLAYS FREE ON REQUEST
P.A.T.A. List 1/3 3/- 5/- 22/- Retail
W. H. BOX, 161 King St., PLYMOUTH

BOX'S PILLS
CURE · INDIGESTION ·

WILLOWS GALENICALS

Made from Chemically and Physiologically Tested Drugs

HERRINGS SALINE

AN EFFERVESCENT PREPARATION OF HIGHEST QUALITY WHICH APPEALS INSTANTLY TO THE GENERAL PUBLIC. THEY ALWAYS WANT IT AGAIN

Obtainable only from

73, 75 and 89a
Shacklewell Lane, Dalston
LONDON, E.8

PHONE: CLISSOLD 6361 (4 LINES)

GRAMS: FORTY, HACK, LONDON

WILLOWS FRANCIS BUTLER and THOMPSON LTD.

Wholesale and Export Druggists • Manufacturers of Pharmaceutical Preparations for

NEARLY TWO CENTURIES

Phospho-Soda

(Fleet)

A SALINE APERIENT and BILIARY STIMULANT of RARE EFFICACY

An ethical pharmaceutical product for which a continuous propaganda is being conducted with the Medical Profession.

	Retail	Wholesale
Bottles of 2½ fl. oz.	1/6	13/6 per doz.
,, ,, 6 fl. oz.	3/-	27/- ,, ,,
,, ,, 16 fl. oz.	6/-	54/- ,, ,,

Stocks are held by the leading Wholesale Houses

Your co-operation in promptly obtaining supplies when required will be appreciated

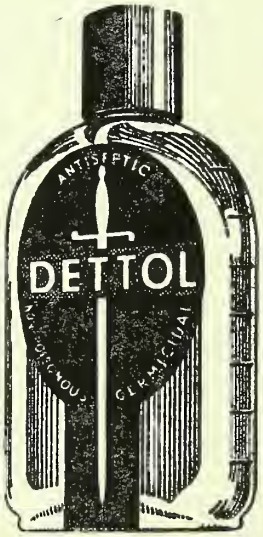
THE ANGLO-FRENCH DRUG CO. LTD.
11-12 GUILFORD STREET, LONDON, W.C.1

The success of 'DETTOL' the modern antiseptic

The popularity of 'Dettol' among doctors and its ever increasing use in hospitals are based upon its very real advantages.

Although deadly to germs, 'Dettol' is gentle to tissue, and can be used at really effective strengths. It thus possesses marked superiority over carbolic and cresylic antiseptics. 'Dettol' is non-poisonous, will not stain, and has a distinctly pleasant odour.

'Dettol,' in attractive bottles, sells at the reasonable price of 1/- for 4 ozs.; 1/9 for 8 ozs.; 3/- for 16 ozs. Larger sizes for medical and hospital use.



'DETTOL' TRADE MARK
THE MODERN ANTISEPTIC

RECKITT AND SONS LIMITED (PHARMACEUTICAL DEPT.) HULL LONDON: 40 BEDFORD SQUARE, W.C.1

P.A.
T.A.

VERVUS

BRAND

COUGH and COLD REMEDY

NEXT SUNDAY'S ADVERTISING

Will appear in the following NATIONAL Newspapers

NEWS OF THE WORLD
PEOPLE
SUNDAY EXPRESS
SUNDAY DISPATCH
SUNDAY CHRONICLE
EMPIRE NEWS
SUNDAY GRAPHIC
SUNDAY PICTORIAL

TOTAL CIRCULATION OVER

12,500,000

BE READY TO MEET DEMANDS

VERVUS

BRAND

RETAIL PRICE 1/3
STOCKED BY ALL
THE LEADING
WHOLESALERS

INTERNATIONAL LABORATORIES LTD.

30-42 SMEDLEY STREET, LONDON, S.W.8

THE WORD

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REGISTERED TRADE MARK

IS A GUARANTEE THAT THE PREPARATION IS THE FINEST OF ITS KIND IN THE WORLD

OINTMENTS AND CREAMS
OF EVERY DESCRIPTION

Telephone: Hop 2422
Telegrams: "USHENSPUNA, LONDON."

ROBERT BLACKIE

SHEN WORKS, TOWERBRIDGE RD. LONDON, S.E.1

"FELLOWS" TRADE MARK

COMPOUND SYRUP OF HYPOPHOSPHITES

Undoubtedly many chemists have other tonics besides "FELLOWS" on their shelves—but how often do they sell?

The demand for "FELLOWS" has been built up over a period of more than 60 years—and on the splendid reputation of this reliable and efficient preparation.

There can be no satisfactory substitute for nationally known articles. Do not substitute for "FELLOWS."

FELLOWS MEDICAL MFG. CO., LTD.
286, St. Paul Street West - Montreal - CANADA

Laboratories:
UNITED STATES ARGENTINE AUSTRALIA CHILE COLOMBIA
GERMANY ITALY MEXICO SPAIN NEW ZEALAND ROUMANIA

YOU CAN INCREASE –

— your turnover and secure greater profits by exhibiting the attractive PAG JUNIOR Show Stand in your window.

Many chemists throughout the country are already profiting by the constant demand for the RIDDELL Asthma Treatment — the treatment that has received the unqualified approval of the medical profession.

Write to-day for full particulars.

FRANCIS RIDDELL LTD.
AXTELL HOUSE, WARWICK STREET, REGENT STREET, LONDON, W.1.

PETROLEUM JELLIES

WHITE, LEMON, YELLOW, AMBER, RED, GREEN.

WHITE & COLOURED OILS

YELLOW, GREEN, RED FOR BRILLIANTINE, etc.

LIQUID PARAFFIN

COLOURLESS, TASTELESS, ODOURLESS.
ALL SPECIFIC GRAVITIES.

B.P. AND TECHNICAL QUALITIES

Wholesale Trade only.

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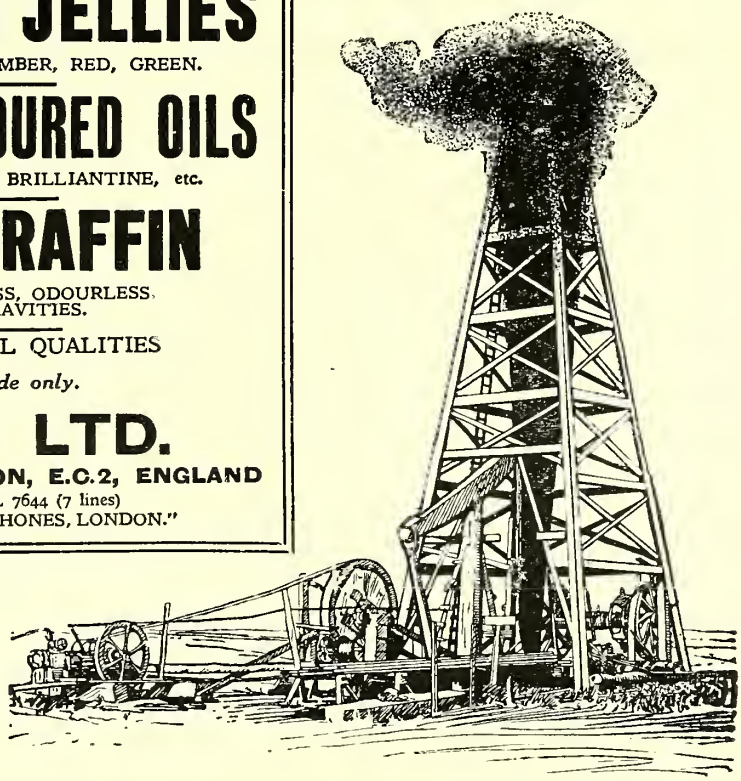
16 FINSBURY SQ., LONDON, E.C.2, ENGLAND
Telephone: NATIONAL 7644 (7 lines)
Telegrams: "CENTUMVIR, PHONES, LONDON."



Announcing NEW 5/- size

"CLARKES"

Brand

World-famed Blood-purifying Medicine

"BLOOD MIXTURE"

Registered Trade Mark

UNSTAMPED, FOR SALE BY CHEMISTS ONLY

P.A.T.A. PRICES

"CLARKES" *Brand* **BLOOD MIXTURE**

(Liquid and Tablets)

Retail **3/-**. 3 doz. lots **£4 - 4 - 0** *less* **3¾%** *one month*

12 „ „ **£16-16-0** „ **8¾%** „ „

CARRIAGE PAID PACKING FREE

ASSORTED ORDERS

"CLARKES" *Brand*	Retail	Per Doz.
BLOOD MIXTURE		
(*Liquid & Tablets*) ...	**1/9**	**16/4**
„ „ „ ...	**3/-**	**28/-**
„ „ „ ...	**5/-**	**46/8**
„ (*Liquid only*)	**12/-**	**112/-**
SKIN LOTION	**1/3**	**11/8**
SALVE	**1/3**	**11/8**
„	**3/-**	**28/-**
„	**5/-**	**46/8**
APERIENT PILLS	**1/3**	**11/8**
„ „	**3/-**	**28/-**
MEDICATED SOAP		Doz. Tablets
Box 3 Tablets	**2/6**	**7/10**
Single Tablets	**1/-**	

Orders may be assorted as desired at above rates provided they reach minimum values, as follows:—

£4 - 4 - 0 *less* **3¾%** *one month*

£16-16-0 „ **8¾%** „ „

CARRIAGE PAID PACKING FREE

ORDERS may be sent direct or through the usual wholesale houses

The Lincoln & Midland Counties Drug COMPANY, LIMITED

PARK STREET, LINCOLN

Telegrams: "Lindum, Lincoln" Telephone: Lincoln 55

The famous "Town Talk" Liquid Silver Polish, Silver Plate Cloth, Liquid Pewter Polish, Chromium Plate Cloth, and Cut Glass Cloth, afford you five ways to a woman's purse. They are consistently advertised in women's newspapers and journals, and their qualities make them quick-selling, repeat-order lines.

Push the "Town Talk" 5, they yield a good profit and bring customers into your shop.

ORDER DIRECT OR FROM

MANCHESTER: D. Mawdsley & Co. James Woolley Sons & Co., Ltd.
LEEDS: Goodall, Backhouse & Co., Ltd.
LEICESTER: E. H. Butler & Son.
LONDON: Brooks & Warburton, Ltd. May, Roberts & Co., Ltd.
LIVERPOOL: Ayrton, Saunders & Co. Ltd.

THE TOWN TALK POLISH CO., MANCHESTER, 10

Wholesale Prices

1/3 Size
11/6 per dozen net

3/- Size
27/6 per dozen net

Carriage Paid Gross Quantities or equivalent.

Manufactured only by

J. F. WHITE & CO., Chemists
BENSON STREET, LEEDS.

Counter Bills free on application.

GLYCERIN

We supply all grades of Glycerin for pharmaceutical purposes

May we have your enquiries?

GLYCERINE LIMITED

UNILEVER HOUSE, BLACKFRIARS, E.C.4

'Phone: Central 7474 'Grams: Glymol, Telex, London

GET 75G—254A

Millions of Press Advertisements

now appearing every week!

The great "Alka-Seltzer" Press campaign which began on October 2nd, is now well in its stride. Every week millions of "Alka-Seltzer" advertisements are carried by the leading papers into every home in the country. And this intensive publicity will continue without a break! Between now and the end of the year well over TWO HUNDRED MILLION large space advertisements are definitely booked to appear. (See greatly reduced specimens of typical advertisements on left.)

All leading Daily, Sunday and Weekly papers.

This great sales-drive for "Alka-Seltzer" Brand Tablets features in *all* the leading papers, including:—*Daily Express, Daily Herald, Daily Mail, Daily Mirror, Daily Sketch, Daily Telegraph and Morning Post, News Chronicle, Sunday Dispatch, Sunday Express, Empire News, Sunday Chronicle, Radio Times* and *John Bull*, and many leading provincial dailies and weeklies. Every town and village without exception is reading the news of "Alka-Seltzer"—the first combination in pharmaceutical practice of Sodium Bicarbonate, Citric Acid and Acetyl-Salicylic Acid, prepared in the form of an easily soluble tablet.

Radio Advertising too!

In addition to Press advertising the regular "Alka-Seltzer" broadcasts from Radio Normandy and Luxembourg will continue. Sufferers from Indigestion, Neuralgia, Rheumatic and Nerve Pains, Headaches, etc., will be demanding more and more of this marvellously effective remedy. Reap the full benefit in *your* district by displaying "Alka-Seltzer" on your counter and in your window.

Retail Prices
1/-
(12 Tablets)
2/-
(30 Tablets)

'Alka-Seltzer'

BRAND

Effervescent Alkalising and Analgesic Tablets

If you have not received full particulars of 'Alka-Seltzer' Tablets, price list, display discounts, etc., please write to the Sole Distributors.

Sole Distributors: **DON S. MOMAND LTD., 10-15 Chitty Street, London, W.1.**

For a

Modern

Dispensary ~

CONSULT

Philip Josephs & Sons Ld

Pharmacy fitters for over a century

Telephone: Clerkenwell 4111/2

90-92 ST. JOHN STREET, CLERKENWELL, LONDON, E.C. 1

50% PROFIT

A LINE THAT IS WELL WORTH SELLING

LOSALL'S SALT

for GOUT, RHEUMATISM, ECZEMA AND SKIN AFFECTIONS

This chalybeate sulphur salt has a world-wide reputation. It makes an excellent window show—is worthy of your recommendation and is a most profitable line. Ask us for special display terms. Full size sample tin gladly sent on application to

LOFTHOUSE & SALTMER LTD.——HULL

DOLS' VOLATALISE FLANNEL

indicated in all cases of

RHEUMATISM
NEURITIS, SCIATICA
LUMBAGO, Etc.

Measurement charts, interesting literature and details of attractive terms gladly sent on application.

DOLS VOLATALISE FLANNEL LTD.
VIADUCT STREET, HUDDERSFIELD

URICURE TABLETS
REGD.

The Greatest of all Rheumatic remedies

A LINE THAT ONLY CHEMISTS CAN SELL

1/3 size, 7/-; 3/- size, 17/6; 5/- size, 25/- per doz.

The Acton Pill & Tablet Co. Ltd., Ash Vale, Surrey

Antiphlogistine
Brand Dressing

HUMAN & VETERINARY

MADE IN ENGLAND

Write for Special Quantity Terms

The Denver Chemical Mfg. Co., Carlisle Road, London, N.W.9

ONLY 7 MORE DAYS
– LAST DAY NOVEMBER 6

50%
BONUS OFFER OF
SEVEN SEAS
COD LIVER OIL

Nation-wide advertising will create an enormous demand—

SO STOCK UP NOW AT THESE ADVANTAGEOUS TERMS

BONUS A PARCEL

1 doz. "High Potency" Oil -	15/-
1 „ "High Potency" Capsules	18/-
1 „ 4 oz. "STANDARD" -	10/-
½ „ 8 oz. "STANDARD" -	7/6
RETAIL VALUE	50/6
CASH PRICE TO THE TRADE - - - - -	33/8

ADDITIONAL FREE BONUS

2 x "High Potency" Oil - -	2/6
2 x "High Potency" Capsules	3/-
2 x 4 oz. "STANDARD" - -	1/8
1 x 8 oz. "STANDARD" -	1/3
RETAIL VALUE	8/5
FREE BONUS - - - - -	8/5

BONUS B PARCEL

½ doz. "High Potency" Oil -	7/6
½ „ "High Potency" Capsules	9/-
1 „ 4 oz. "STANDARD" -	10/-
1 „ 8 oz. "STANDARD" -	15/-
RETAIL VALUE	41/6
CASH PRICE TO THE TRADE - - - - -	27/8

ADDITIONAL FREE BONUS

1 x "High Potency" Oil - -	1/3
1 x "High Potency" Capsules	1/6
2 x 4 oz. "STANDARD" -	1/8
2 x 8 oz. "STANDARD" -	2/6
RETAIL VALUE	6/11
FREE BONUS - - - - -	6/11

BONUS C PARCEL

1½ doz. 4 oz. "STANDARD"	15/-
1 „ 8 oz. "STANDARD"	15/-
RETAIL VALUE	30/-
CASH PRICE TO THE TRADE - - - - -	20/-

ADDITIONAL FREE BONUS

2 Bottles "High Potency" Oil	2/6
2 Bottles "High Potency" Capsules	3/-
RETAIL VALUE	5/6
FREE BONUS - - - - -	5/6

ORDER TODAY THROUGH YOUR USUAL WHOLESALER

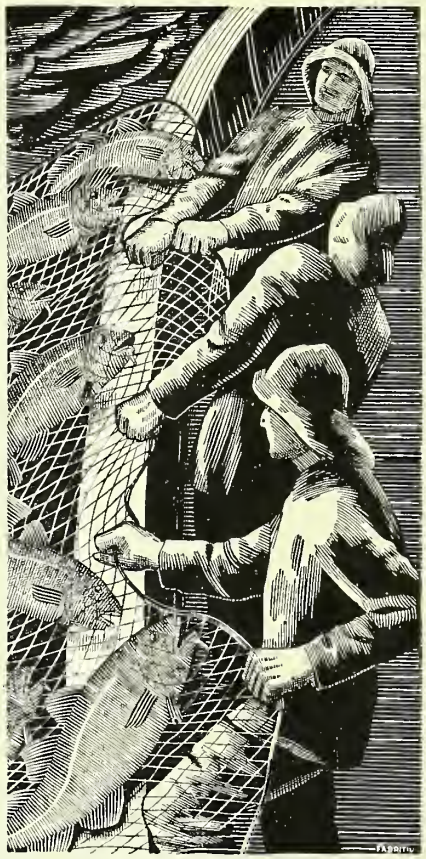
BRITISH COD LIVER OIL PRODUCERS (HULL) LIMITED, ST. ANDREW'S DOCK, HULL. Tel.: 37759 (4 lines)

OLD THINGS ARE BEST

For a thousand years Norwegian Medicinal Cod Liver Oil has been renowned as Nature's own cure.

NORWEGIAN MEDICINAL COD LIVER OIL

WORLD-FAMOUS FOR QUALITY



MASON'S GINGER WINE ESSENCE

WINDOW DISPLAY TERMS

ORDER A 6-DOZEN CASE AND SECURE A PROFIT ON TURNOVER OF

33⅓%

Free Samples Free Savings Banks
Attractive Show matter

Apply for Price List—there are 24 other flavours—and full particulars to

NEWBALL & MASON LTD.
NOTTINGHAM

For all grades of Olive Oil write for samples and prices to
CRODA LTD.
GOOLE, YORKS
Phone: Rawcliffe 40 & 41
Grams: Croda, Goole

Olive Oil
ALL GRADES

London Office:
Burnley House, Willesden, N.W.10

Display Cards and Cartons of 1 doz. 6d. Tubes. Display Cartons of 1 doz. 1/- Tubes. Aluminium Containers 2/6.
APPLIED BEFORE WORK.

Also OINTMENT In Tubes 6d. & 1/-

ROZALEX
KEEPS HANDS CLEAN

PREVENTS CHAPPED HANDS

From wholesaler or direct. Show matter and literature supplied on request to
ROZALEX LTD., CROSS STREET, MANCHESTER

For the manufacture of Liquors use —

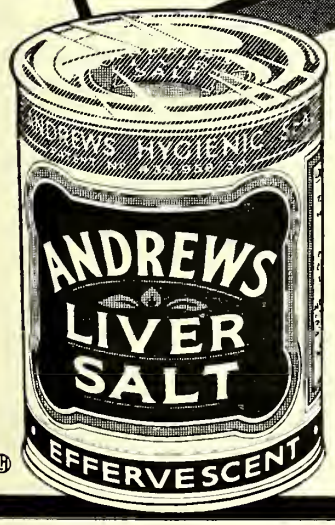
KLOSTER KIRSCHWASSER
ZWETSCHGENWASSER
Mirabells, Prunells, Currants, Spirits of Mountain Raspberry, Blueberry, Blackberry and Juniperberry

The largest and leading Distillery of High Class Brandies in Germany

AGENTS WANTED EVERYWHERE
KLOSTERBRENNEREI
Erste Badische Edelbranntwein-Brennereigesellschaft m.b.h.
EMMENDINGEN, BLACK FOREST

Greatly reduced specimens of the forceful Andrews advertisements now appearing in the leading National and Provincial papers with a total circulation exceeding 26,000,000.

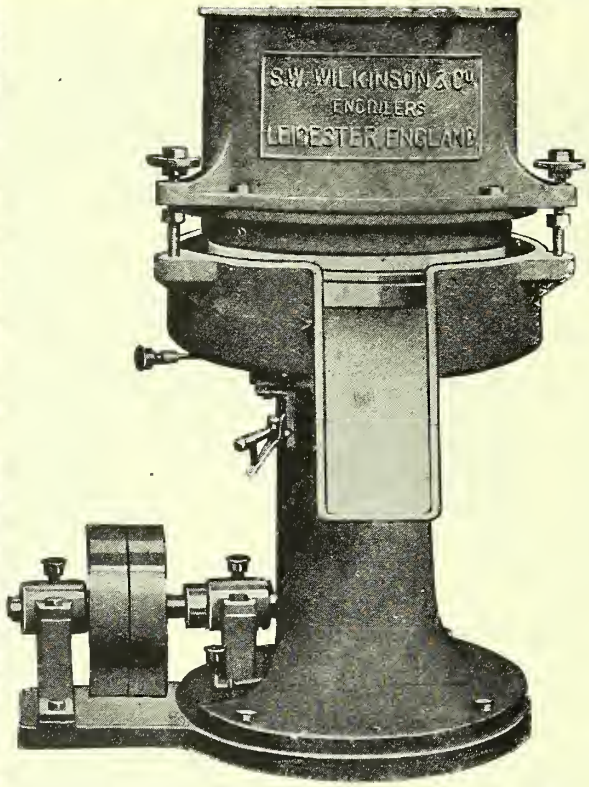
Andrews Winter Bonus



More advertisements in the National and Provincial Press than ever before, three broadcasts from Radio Luxembourg weekly instead of one, and an extensive Poster campaign are already at work helping to send the Andrews Winter Sales to record heights.

A special Winter Bonus of six free tins to the gross is being offered to all who co-operate by linking up with this Winter Push. The offer closes on November 27th. If you have not already received particulars apply at once to the address below, or to your wholesaler.

SCOTT & TURNER LTD.
Andrews House, Newcastle-upon-Tyne, 2.



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SUPER SPEEDY MILL

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THIS Machine is a combined Mixer and Grinder and is used very successfully in the production of all kinds of Ointments, Tooth Pastes, Beauty Creams, Patent Foods, etc.

Each Machine incorporates Thirty Years' Accumulated Experience

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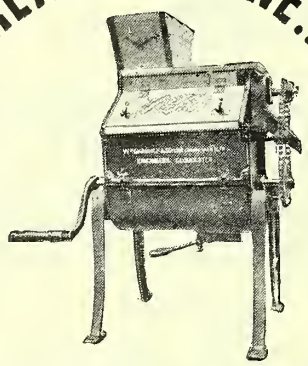
A GREAT MACHINE...



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For the Chemist & Druggist

Can be supplied for hand or power drive. Capacity 15 lbs. per mixing.
It differs only in size from the larger machines which are made in capacities up to 20 tons.

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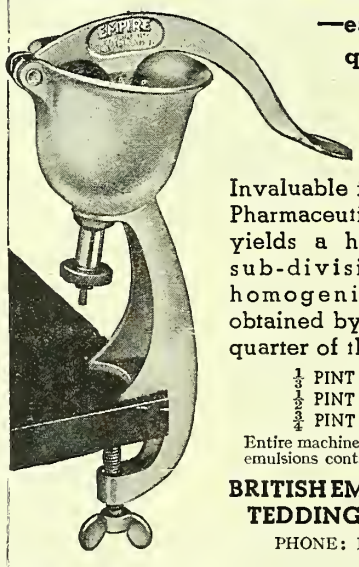
EMULSIFYING MACHINE

—easily and quickly cleaned



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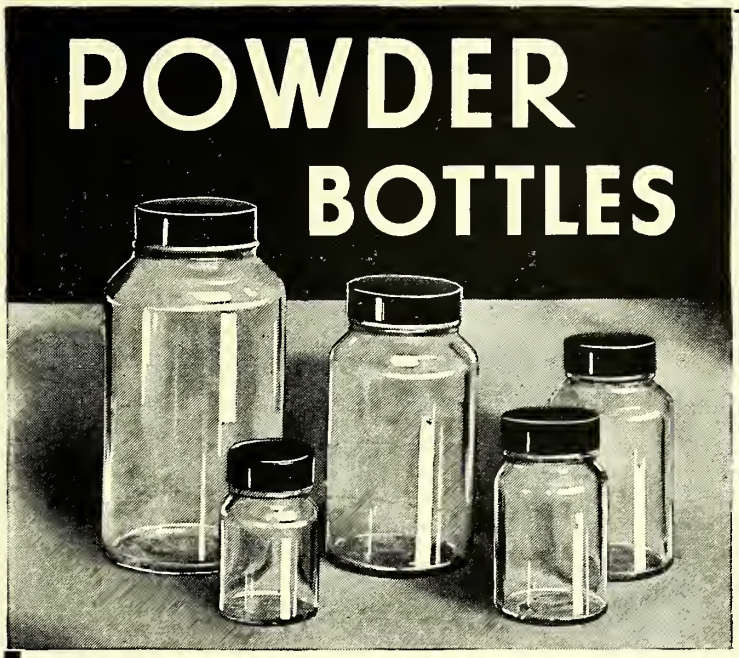

This series of bottles is now available in a large range of sizes in white flint glass from ½ oz. to 40 oz. inclusive. It will be seen from the illustration that the Screw Neck bottles are complete with a neat Black Moulded Cap. The bottles are suitable for the packing of powders, tablets and similar products, and are also available in Actinic Green in ½, 1, 1½, 2, 3, and 6 oz. sizes.

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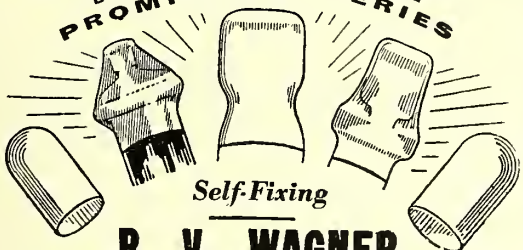

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FOR DESTROYING RATS AND MICE

DANYSZ VIRUS

Retail Price (Protected)		Net Wholesale Price
Virus for Rats and Mice,	single tube, 2/–	15/– per doz.
	3 tubes, 5/–	
Virus for Mice only	single tube, 1/6	9/– ,,
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Date-expired tubes returned to us postage paid will be exchanged free of charge.

Danysz Virus in Liquid Form

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Bottles 6/– each	4/6 each
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Discount off Retail Prices 25% Monthly Account, or 33⅓% Cash with Order.

Retail		Monthly A/c	Cash with Order
½ gall. tins	10/–	7/6	6/8
1 ,, ,,	18/–	13/6	12/–
5 ,, ,,	80/–	60/–	53/4

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For destroying Blackbeetles, Cockroaches, Crickets, &c.

Retail Prices (Protected)	Wholesale Prices
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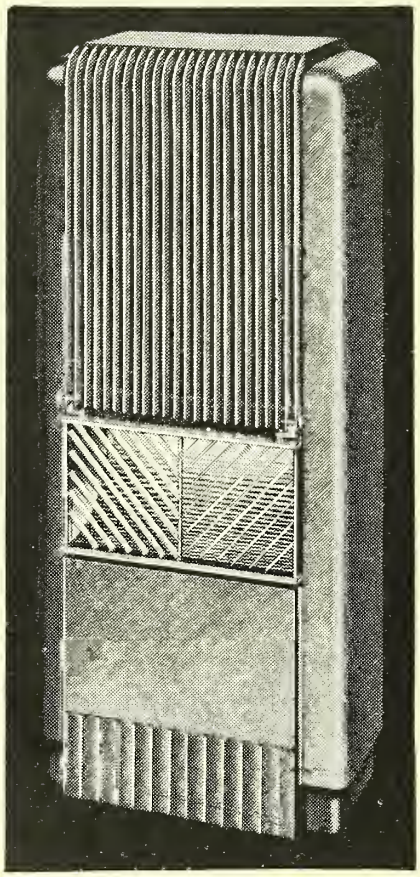

THE "Luma" Heater is an outstanding development in heating by gas. The advantages of radiant and convected heating are combined in this appliance. A predetermined proportion of the heat is given out as radiation, and the atmosphere of the room is quickly brought to a comfortable temperature by the stream of warm air drawn through the body of the heater.

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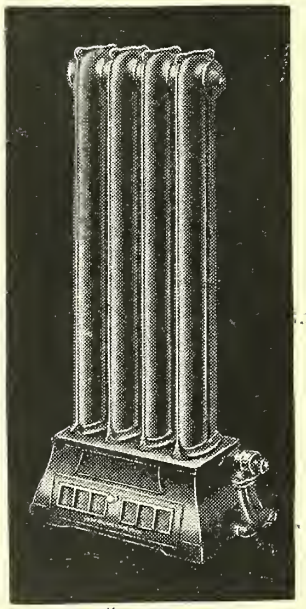
The "Luma" Gas Heater is designed on unique lines and will suit any and every position. Four attractive colour finishes afford a choice to harmonise with any scheme of decoration.



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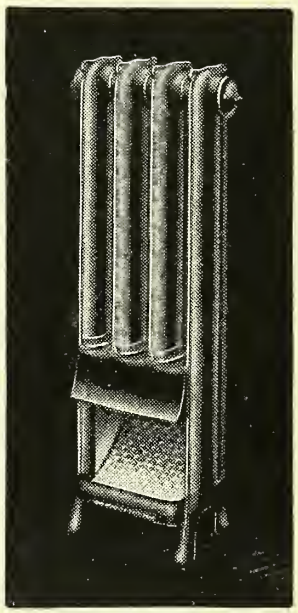
Shops and stores all over the country have installed Wright's Gas Radiators (Loop design) and ensure comfortable warmth for customers and staff. One of the outstanding advantages of Wright's Gas Radiators is that these radiators need no attention from the moment they are lighted. The 'Regulo' automatic control keeps the radiator at an even temperature, and also ensures that only a minimum of gas is used.

All who are interested in shop heating should write for a copy of "Loops of Heat," a book of information, profusely illustrated, showing a variety of designs in Wright's Gas Radiators.



The "St. Bernard"

JOHN WRIGHT & CO. LTD. (Dept. C.D.), ASTON, BIRMINGHAM, 6 Radiation

[52/26]

The CHEMIST AND DRUGGIST SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

28 ESSEX STREET, LONDON, W.C. 2

OCTOBER 30, 1937

ADVERTISEMENT TARIFF

ALL ADVERTISEMENTS are PREPAID, so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph an urgent announcement this may be done, provided the money is telegraphed at the same time.

BUSINESSES WANTED and for DISPOSAL, PREMISES TO LET and FOR SALE, PREMISES WANTED, PARTNERSHIPS, GOODS for SALE and AGENCIES—6/- for 50 words; every additional **10** words or less, **6d.** (Box No., **1/-** extra.)

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We make no charge to purchasers, and invite intending buyers to communicate with us, stating their requirements

1.—PORTSMOUTH (NEAR).—Old-established Business; returns over £1,500; excellent scope; very attractive shop; valuation terms entertained; property may also be purchased.

2.—HAMMERSMITH.—Old-established Middle-class Business for sale owing to extreme ill-health; returns last year £1,607; good profits; stock and fixtures worth about £650; lock-up shop; moderate rent; valuation terms entertained.

3.—FINCHLEY.—High-class Retail Business with small Panel; turnover approximately £2,750 per annum; gross profit £1,133; double-fronted corner shop in main road; attractive fixtures and good stock; price about £2,000.

4.—LONDON, S.E.—Cash Drug Store; returns £17–£18 weekly; N.H.I. would increase turnover; low rent; long lease; price £425 or offer.

5.—LONDON, S.E. (SUBURBAN).—Middle-class Business with increasing turnover, last year being £1,915; Photographic and Panel; excellent profits; rent almost covered by sublets; property can be purchased if desired; price £650 plus stock at valuation to suit a purchaser.

6.—BRIGHTON.—Neglected Business for sale with Panel; very old-established; returns last year £1,194; scope for considerable increase; stock and fixtures worth £500; living accommodation available if required; premises can be purchased or leased; part payment terms will be accepted—£250 down and balance by instalments.

7.—MIDDLESEX.—Business and Branch producing net profit of about £1,000 per annum; price £4,000; further details upon application.

8.—WEST END (NEAR).—Medium-class General Retail Business; returns £36–£40 per week; gross profit £850 per annum; single-fronted shop, well fitted; stock worth £300–£400; reasonable rent; price £350 plus stock at valuation.

9.—COLCHESTER (NEAR).—Unopposed Business, Light Retail; net profit £300; excellent garden; new lease will be granted; price £850.

10.—EAST COAST.—Established 100 years; gross profit £1,000; very good house; property (£1,100) must be purchased; further particulars to genuine applicants.

11.—OXFORD STREET (NEAR).—High-class Business with fair amount of Private Dispensing, situate in excellent position; very old-established; takings over £3,000 per annum; double-fronted shop, beautifully fitted; stock worth about £1,000; rent £250; sublet £175; price about £2,500 all at, or valuation terms entertained; Vendor retiring.

12.—PUTNEY (NEAR).—Family and General Retail Business with fair amount of Dispensing; returns between £3,000 and £4,000 per annum; double-fronted shop, well fitted and stocked; living accommodation and small garden; price £2,500 to include Book Debts.

13.—EAST GRINSTEAD (NEAR).—Very Good-class Business; old-established; turnover £2,100; good profits; rent £50; 10 years' lease; price £1,400.

14.—SOUTH LONDON.—Old-established Business offering scope for vast increase under active and modern management; turnover last year £712; net profit about £5 per week; stock worth about £100; living accommodation available; new lease at £65 rising to £70 per annum; price £500 or offer.

15.—WEST OF ENGLAND.—Good-class Country Retail Business for sale owing to extreme ill-health of proprietor; returns last year £1,419; scope for big increase; good profits; double-fronted shop, attractively fitted; good, clean stock; living accommodation if required; lease will be granted at £104 on lock-up shop, or £156 per annum to include living accommodation; price £1,000.

16.—CUMBERLAND.—Old-established Light Family Retail Business with Photographic; returns last year £1,486; net profit about £372; corner premises, main road; stock and fixtures worth £750; seven rooms over with bathroom, all in good state of repair; rent £65 per annum; valuation terms entertained.

17.—DUMFRIESSHIRE.—High-class Business for sale owing to the death of the owner; returns about £1,100; scope; stock and fixtures worth about £740; rent £45 per annum; offers invited.

18.—MONMOUTHSHIRE.—General Retail Business returning about £1,500 per annum; net profit to managing proprietor about £400 per annum; stock and fixtures worth £550; living accommodation over; new lease at £75 rising to £90 per annum; entirely unopposed; valuation terms entertained.

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Special Terms for Income Tax Valuations and Preparation of Accounts by Qualified Accountants.

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Lancashire and District Representative: Mr. E. BROWN, 21 Davenport Road, Hazel Grove, Stockport. Telephone: Great Moor 2405.

Correspondence, mutually confidential, is invited from prospective purchasers of the following businesses at present available for purchase.

(C1) WEST END.—Very old-established; turnover for 1936–37, £2,676; gross profit £1,532; net profit to working proprietor, £862; certified accounts; price £1,250 all-at.

(C2) BAYSWATER (NEAR).—Old-established; good-class; main road position; turnover £2,500–£2,750; net rent £90; excellent scope; price £1,350; alternatively partnership on basis proportionate to investment (£400–£700).

(C3) MILL HILL (NEAR).—Prominently situated; turnover approximately £2,600 per annum; large panel; living accommodation; long lease; price £1,500.

(C4) NORTH WALES (DEATH VACANCY).—Old-established; good living accommodation; turnover £900–£1,000 per annum, with scope for immediate increase; rent £65; price £580 (stock and fixtures only).

(C5) WILLESDEN.—Lock-up Pharmacy, well established; turnover for 1936–37, £1,063; gross profit £396; price £400 all-at (stock and fixtures only).

(C6) LONDON, S.E.—Drug Store with excellent scope for N.H.I.; rent £65; sub-let £108; lease 19 years; present returns about £17 weekly; price £375 all-at.

(C7) HERTFORDSHIRE. — Unopposed with increasing turnover; returns for last year, £1,950; gross profit over £700; net profit about £550; house with garage; reasonable purchase price, to include freehold.

(C8) SUSSEX. — Turnover 1936, £2,100; rent and rates £65; living accommodation; garage; stock and fittings estimated £800; price £1,400, or reasonable offer.

(C9) NEWCASTLE-ON-TYNE. — Modern Pharmacy with house attached, situated in shopping parade; returns about £23 weekly; reasonable rental; price about £350 all-at.

(C10) LONDON, N.W.—Middle-class; situated in main thoroughfare; turnover nearly £3,000, and steadily increasing; net profit £700; living accommodation; genuine reason for selling; price about £1,650.

(C11) LONDON, E.C.—City Business; returns £2,150 and increasing; price £750 all-at.

(C12) STOKE NEWINGTON.—Increasing turnover, now about £30 weekly; large house; low rental and price; good scope.

(C13) ENFIELD.—Attractive main road; up-to-date flat; good scope; returns £1,300; price £850 or offer.

(C14) CUMBERLAND (GOOD BUSINESS TOWN).—Turnover nearly £1,500; well positioned; rent £65; living accommodation; first reasonable offer accepted, as quick sale desired.

(C15) NORWOOD (NEAR).—Main road, with living accommodation; turnover £1,260; gross profit £490; net £350; rent £90; price £360, S.A.V.; stock can be reduced to suit purchaser.

(C16) WILTS (RETIREMENT VACANCY).—Family business with large house; very low overheads; under present ownership for past 35 years; stock and fixtures £550; price £600 all-at; part might remain.

(C17) SOUTHAMPTON.—Old-established, occupying strategic position; turnover nearly £3,000 and increasing; value of stock and fixtures (£1,335) accepted for quick sale.

(C18) EAST KENT.—Situated in rapidly developing district; returns £1,800; should definitely reach £2,500 shortly; living accommodation; stock and fixtures £700; price £1,050 or near offer.

(C19) BERKSHIRE (WHOLESALE). — Well-established; turnover upwards of £6,000; net profit £450/£500; living accommodation on premises; stock and fixtures estimated at £1,250; price £2,000; near offer considered.

(C20) SUFFOLK.—Good-class business with excellent house; main road position, the value of which is likely to increase substantially; present returns upwards of £1,250; stock £500; price £850, or near offer.

(C21) HARROW (NEAR).—Main road; situated in growing district; turnover £2,092; gross profit £803; living accommodation; price £1,250 or near offer.

(C22) WALHAM GREEN (NEAR).—Well established with increasing turnover; returns for 1936, £1,262; gross profit £478; rent £58 per annum, including living accommodation; no Sunday duty; price £820 or near offer.

(C23) WORCESTER PARK (NEAR).—Attractive modern Pharmacy with up-to-date flat; turnover £2,350; stock and fixtures £700; price £1,100 all-at; rapidly growing district.

(C24) NORWOOD (DEATH VACANCY).—Drug Store situated in shopping street; excellent prospects; returns for last year, £1,046; living accommodation; rent £55; price £450 all-at; splendid opportunity.

(C25) MANCHESTER.—Pharmacy with optical connexion; turnover £1,340; rent £60; living accommodation; reasonable price.

(C26) LIVERPOOL.—Good-class; returns upwards of £1,350, and increasing; living accommodation; price £825; open to offer.

(C27) BARNET.—Returns £1,300; small house; rent £50; sub-let £66; price £600 or offer.

(C28) HARROW.—Well positioned; turnover £1,350; definite scope; reasonable price.

(C29) BRIXTON (NEAR).—Returning about £1,450; good scope; main road; reasonable rent; living accommodation; price by negotiation.

Valuations for transfer, probate, income tax, etc., promptly executed at economical rates. Agency for locums, managers, etc.

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(One minute from St. Pancras and King's Cross Stations.)

1.—NOTTS.—Light suburban retail, easily worked; returns about £1,200; good profits; nice house; valuation terms, about £850.

2.—HANTS COAST.—Good middle class, in growing district; present returns £25 weekly, increasing; good house; stock and fixtures worth £650; price £700.

3.—ESSEX.—Profitable light retail, easily worked; returns £1,200; net profit over £350; good working stock; price £650.

4.—BEDS.—Unopposed Drug Store; returning over £900; net profit £274; good chance for qualified Chemist; price about £400.

5.—BERKS.—Light Cash Retail, in good position; returns approach £1,200, increasing; double-fronted shop with good house and large garden; price £650 or close offer; trial allowed.

6.—LONDON, W.2.—Good-class business in prominent position; returns £2,600; net profit £610; rent £150, on lease; attractive well-fitted Pharmacy; well stocked; price £1,850 or offer.

7.—GOLDERS GREEN (near).—Good-class business in prominent position; returns £3,000, third profit; long valuable lease; attractive shop, fully stocked; price £1,900 or near.

8.—LONDON, N.1.—Light Cash Retail with good panel; returns about £2,000; net profit £450; corner main road position; good stock; price £1,200.

9.—LONDON, N.W.1.—Old-established Drug Store, owner retiring; returns over £700; Qualified Chemist badly needed; low rent; price £475.

10.—TULSE HILL (near).—Light Family Retail, main road position; returns £1,260, increasing; good house; illness necessitates sale; price about £700.

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desirous of selling without any publicity or advertising should correspond with us without delay; we have cash buyers for businesses in all parts, up to £3,000 cash, especially Midlands, South-West, Southern and Home Counties. No sale, no charge.

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GLAMORGAN.—Chemist's business in main street; large shop, well stocked and appointed; good prospects; takings about £1,500, low rental; good dispensing panel; living accommodation; bargain £600; exceptional offer for young Qualified Chemist. Apply Carey, Brodawel, Ely Road, Llandaff, Cardiff.

SOUTH DEVON COAST.—Established suburban middle-class Pharmacy, to be sold outright or let; Kodak, Selo, Ucal, and N.H.I.; large double-fronted shop, garage and good living accommodation; growing district; splendid opportunity for energetic man; good reason for selling. Apply 240/34, Office of this Paper.

S.W. ENGLAND.—Pharmacy and General Stores in country district; no opposition 4 miles; good living accommodation and garden; leasehold; population 1,200; low rent and rates; good increase last year's figures; audited accounts; turnover £1,600; price £550 all at for quick sale. 239/7, Office of this Paper.

ALL Overhead Charges met by Subsidiary Business. Exceptionally good opportunity for fully Qualified Chemist to start in main road position without fear of failure. To those interested and wanting proof of this advertisement, write or call (Sunday no objection) to Owner, 12 Carbery Row, Southbourne, Bournemouth. Alight Irving Road bus stop. Telephone, Southbourne 1231.

ATTRACTIVE Modern Pharmacy, newly opened, near S. Harrow; taking £20 a week already; no opposition; new stock; £600. 314/415, Office of this Paper.

CASH Retail and Dispensing; N.H.I.; established 50 years; owner now retiring; main London road; 5 miles from City warehouses; free delivery; lease about 2 years to run, £75 per annum exclusive. Further particulars from Darwen, 240/53, Office of this Paper.

DRUG STORE:—Lock-up Shop in pleasant country town 40 miles North London; takings just below £1,000 at full prices; easily managed and no near opposition; rent (£20) and overheads very low; inclusive price for speedy sale about £400. 242/1, Office of this Paper.

FOR SALE.—On Scottish border, good first-class Chemist business, as a going concern; health reasons cause for disposal; no agents. All particulars in confidence from A. W. Fidler, Corporate Accountant, 2 Shaw Road, Royton, Lancs. Telephone MAIn 1562.

HERBALIST, old established; lock up Shop and Basement; main road, adjacent Town Hall and new Council Flats; big scope Chemist; absolutely unopposed; profits £4; rent £2 weekly, lease if desired; sacrifice, £85 all at. Call 93 Harrow Road, Paddington Green, W.2.

OLD-ESTABLISHED Chemist and Optician business with branch, in populous town in Scotland; showing gross profits of nearly £2,000 per annum, for sale, along with property consisting of two shops with house above and ample storage accommodation; present owner retiring. Principals only, apply 313/411, Office of this Paper.

OLD-ESTABLISHED London business for disposal; annual turnover £800; living accommodation included; price £650 all-in. Apply Bettson, Fielder & Co., 1/2 Great Winchester Street, London, E.C.2.

OLD-ESTABLISHED, W.C. district, same hands last 40 years; returns under management £2,300; gross profit £830; rent £150 inclusive; audited accounts; big scope for increase under owner-manager; price £1,500, or nearest offer; good reason for selling. 239/27, Office of this Paper.

SMALL Chemist's Business, 50 miles London; situated in main thoroughfare with no immediate opposition; a suitable man might work up to satisfactory level; plain fittings; useful assortment of stock; offered at very low figure; house accommodation; low inclusive rent. 241/2, Office of this Paper.

BUSINESSES WANTED

6s. for 50 words or less ; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

ADVERTISER is seeking a good-class business with a turnover of £5,000 per annum or more; preferably in the Home or Southern Counties; must bear strict investigation; banker's reference available. Reply, in strict confidence, to "Major," 314/419, Office of this Paper.

PREMISES TO LET

LOUGHBOROUGH.—Shop to Let; excellent position amongst good-class businesses in Market Street; Staybrite steel front; new premises; moderate rent, £70 per annum. Apply Gartons, The Mart, Loughborough.

MANCHESTER.—Magnificent new Shops, suitable for Chemist's premises, with living accommodation, occupying a most prominent position in the centre of a shopping district where enormous housing developments have taken place and are still proceeding; the establishment of a prosperous suburban business is assured. Full particulars from E. & J. Slater, Ltd., 1173 Chester Road, Stretford, Manchester. Phone LONgford 1562.

NEW MALDEN.—Excellent Shops to be Let or Sold, each with two Flats over; situated in centre of new estate, which is about a mile from nearest shops. Box No. 6, Homefinders, 74 Victoria Street, S.W.1.

NORTH CHEAM.—Few excellent Shops and Flats to be Let or Sold; surrounded by new estates and on main road. Box No. 6, Homefinders, 74 Victoria Street, S.W.1.

SHOP with living accommodation to let in rapidly growing district of Upton Lea Estate, Wexham Road, Slough; excellent opportunity for Chemist; nearest one 2 miles; shop front already fitted; counters and shelving supplied as required. Full particulars, A. T. Ricketts, 48 Upton Road, Slough.

UNIQUE opportunity for Chemists and Druggists; unparalleled opportunity for enlarging existing business or excellent opening; moderate rent and landlords will give special facilities to good tenant. Write at once to David Ainslie & Co., Ltd., 37 Panton Street, Haymarket, S.W.1, or phone for appointment to view, Whitehall 1821.

244 KENSINGTON HIGH STREET.

LOCK-UP Shop, with basement, in an established shopping parade; splendid opportunity for a high-class trade; moderate rent. 'Phone Letting Office, Melbury Court, Western 1881.

APARTMENTS

THE HAMPDEN RESIDENTIAL CLUB

FOR GENTLEMEN, Hampden Street, N.W.1. Close to King's Cross and Euston. 300 Bedrooms, 15s. to 22s. 6d. per week, including bath, attendance and boot cleaning. All meals à la carte in dining room. Moderate tariff. Large Club Rooms, Library, Billiards Room, Reading Room and Study for Students. Illustrated Prospectus from Secretary. Euston 2244/5.

SALE BY AUCTION

2 to 5 LITTLE BRITAIN (close to G.P.O.), CITY.

CHEMISTS' SHOP FITTINGS, Showcases, Drug Runs, Counters, Perfumery Desks, Nests of Drawers, Mirrors, Office Furniture, Safes, Typewriters, Cash Tills, etc.

B. NORMAN & SON,

will sell by Auction, Wednesday next, November 3, at 12 noon. Catalogues on application. Tel. NAT. 6463.

TENDERS

NOTTINGHAMSHIRE COUNTY COUNCIL.

TENDERS FOR MEDICAL, SURGICAL AND DENTAL SUPPLIES.

THE Nottinghamshire County Council invite Tenders for the supply of MEDICAL, SURGICAL AND DENTAL GOODS for the several Centres in the County, the Ransom Sanatorium and the Kilton Hill County Hospital for a period of twelve months commencing on January 1, 1938.

Particulars as to description and quantities of the goods which it is probable will be required, and Forms of Tender may be obtained upon application (accompanied by a stamped addressed envelope) to the County Medical Officer, Shire Hall, Nottingham.

Sealed and endorsed Tenders must be sent to the Clerk of the County Council on or before the first post on Monday, November 15, 1937. The County Council do not bind themselves to accept the lowest or any Tender.

K. TWEEDALE MEABY,
Clerk to the County Council.

Shire Hall,
Nottingham.

October 25, 1937.

NAMES AND ADDRESSES

When sending advertisements for any of the columns of this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not adhered to and delay and disappointment ensue. Strict attention to this detail will be appreciated.

PARTNERSHIPS

OPPORTUNITY to acquire part interest in good-class Business situated in inner Western Suburb of London; turnover now averaging over £2,500 per annum, with scope for substantial increase if fully exploited; capital requirements, £350 or upwards; remuneration by way of salary and share of profits. 314/420, Office of this Paper.

PARTNERSHIP offered to smart Qualified Salesman of pleasing manners and appearance; management at £5 and half profits; £350 required against stock; lifetime opportunity; owner has other interests derived from this. 241/3, Office of this Paper.

WORKING Directorship offered; S.W. London; full control of one of two shops; progressive concern; up to full half holding can be arranged if desired. 233/7, Office of this Paper.

COMPANY REGISTRATION

IF you have any intention of registering either your present Pharmacy, or any side line you are interested in, get in touch with me. I offer you 25 years' experience, and my quotation includes the usual particulars of the advantages of Limited Liability trading by two or more persons, your wife being one if you wish. You cannot do better.

A. B. SLACK,

721 PRINCESS ROAD, MANCHESTER 20.

BUSINESS OPPORTUNITIES

Well known British firm, producing and distributing high-class Proprietaries for the Medical Profession and Chemist Trade, wish to acquire exclusive rights to manufacture and market additional pharmaceutical specialities in Great Britain, the British Empire and other countries. Firms or individuals who are interested in offering reputable new products for consideration, or the sale of their rights in connexion with established products, are invited to write in strict confidence to Box 313/408, Office of this Paper.

AGENCIES

INDIA AND BURMA.—London Exporters, with Agents principal cities and intimate knowledge local marketing conditions, seek Agencies for Patents, Specialities, Toilet Preparations, etc.; indents confirmed and paid for here. Replies, "Bismuth," 238/2, Office of this Paper.

OVERSEAS Distributors (Dominions) in the Chemists' trade looking for new lines; branches with special travellers throughout the country. 314/418, Office of this Paper.

OVERSEAS Wholesale Chemical House wishes to communicate with small British factory manufacturing proprietary brands and packing Pharmaceutical and Chemical lines. 314/417, Office of this Paper.

TO OWNERS OF PROPRIETARIES

AN up-to-date, progressive house of Manufacturing Chemists, with a large, fully-equipped factory in London, invites enquiries from principals for the MANUFACTURE, PACKING AND DISTRIBUTION of Proprietary Pharmaceutical Preparations. Manufacturing Dept., 64 Hatton Garden, London, E.C.1.

WANTED, Agents for all territories with organisation dealing with Chemists, Stores, &c., to handle popular-priced electro-medical appliance in big demand; advertised, fullest support given by manufacturers. Write 314/413, Office of this Paper.

WEE-KURA, LTD., invite agents with selling ability to handle their popular lines in Scotland, London, Lancs, Midlands, &c.; worth £5 weekly at least to right types; commission paid weekly. Copy references to Wee-Kura, Ltd., Knaresborough.

SITUATIONS OPEN

RETAIL (HOME)

CARDIFF.—A competent Assistant required for the Drug Department. Apply, with full particulars, the Secretary, R. W. Duck & Son, Ltd., Cardiff.

LONDON.—Junior Assistant (male) wanted for good-class Dispensing business; good Dispenser and Window-dresser essential. Apply, with full particulars, photo, age, height, salary, references, to Exors., T. Evans, 114 Upper Richmond Road, Putney, S.W.15.

LONDON, W.1.—Qualified Assistant wanted; keen Salesman, with West End experience. Apply (by letter only), with full particulars, age, height, experience and salary required, Hayman & Freeman, 93 Piccadilly, W.1.

NATIONAL HOSPITAL, QUEEN SQUARE, W.C.1.—Applications are invited for the post of Pharmacist; salary £300 p.a., rising by two annual increments of £25 to £350; Superannuation Scheme in force. Apply before November 6, with copies of testimonials, stating age and previous hospital experience, Godfrey H. Hamilton, Secretary.

NATIONAL TEMPERANCE HOSPITAL, Hampstead Road, London, N.W.1.—Wanted immediately, a young man to assist in the Dispensary; one who has passed Part I; Hospital experience preferred; hours 9—6. Apply, stating age, experience and salary required, with copies of testimonials, to the Secretary.

NATIONAL TEMPERANCE HOSPITAL, Hampstead Road, London N.W.1.—Wanted immediately, a young man as Assistant in the Dispensary; one who has just Qualified; Hospital experience essential; hours 9—6; Sunday duty. Apply, stating age, experience and salary required, with copies of testimonials, to the Secretary.

NORFOLK.—Qualified Assistant wanted, with knowledge of N.H.I. Apply, giving full particulars of experience and salary required; photo or snap if possible, which will be returned. 241/16, Office of ths Paper.

SURREY.—Qualified Lady required at once, with good Counter experience; small N.H.I.; comfortable permanency for suitable applicant. Write, stating age, experience, salary required, 67 Sherwood Park Road, Mitcham.

A VACANCY will shortly occur for a gentlemanly Assistant who is desirous of obtaining excellent experience and who will take an interest in his work; advertiser is willing to wait for the right man; high-class Pharmacy in congenial district; salary according to ability and experience; some Window-dressing ability an asset. Send full particulars, including a snap (if available). 240/41, Office of this Paper.

ASSISTANT, Lady, with knowledge of Dispensing and Toilets; keen Saleswoman. Full particulars with photo (returnable) to 240/6, Office of this Paper.

CAPABLE Assistant wanted about mid-November; quick and accurate Dispenser, with good general experience. Please state fullest particulars and salary required. W. H. L., c/o F. P. Watson, 6 and 7 Bailgate, Lincoln.

GOOD Opportunity for Qualified Lady or Gentleman; good Counter-hand and Buyer. Fullest particulars to Littleworth Pharmacy, Ltd., Weston Road, Stafford.

LADY, fully Qualified; permanency; Wallasey district; quick, accurate Dispenser, good Saleswoman essential. State age, experience, and salary required, 233/43, Office of this Paper.

LEWIS & BURROWS have a vacancy for an experienced Qualified Dispenser (male); West London. Full particulars of experience to 146 Holborn, E.C.1.

MANAGING Assistant required for high-class West End Pharmacy; must be a good Counterman and smart appearance. Full particulars of experience and salary required to 240/46, Office of this Paper.

MANAGERS required for several branches in Bristol district; applicants must be married, with previous managerial experience and accustomed to good-class business. Write in first instance, giving full particulars of experience, age, salary required and when disengaged, to Managing Director, Hodders, Ltd., 5 Nelson Street, Bristol.

QUALIFIED Assistant, single, for light retail and Dispensing; Surrey town; no Sunday duty; commence mid-November. State age, salary, references, in letter to 240/48, Office of this Paper.

QUALIFIED Assistant wanted half day week, 2 p.m. to 7.30 p.m.; good Dispenser (London); West End. 240/47, Office of this Paper.

QUALIFIED Manager, young, for branch in London suburb; must be a reliable Dispenser and accustomed to N.H.I. Dispensing; good prospects. Write, with full particulars, age and salary required, 240/27, Office of this Paper.

QUALIFIED, Part-time, each Wednesday evening 5.30 or 6 to 7.30; experienced Counter and Dispensing. State particulars and terms. Chemist, 41 Corfton Road, Ealing, W.5.

QUALIFIED Relief Manager (permanency) wanted. Apply, with full particulars, age, experience, salary required, etc., to Wm. Fox & Sons, Ltd., 109-111 Bethnal Green Road, London. (10 minutes from Liverpool Street Station.)

UNQUALIFIED Lady (young) required for vacancy in North Kent; good-class Family and Dispensing business; all particulars, experience, age, salary required to 240/30, Office of this Paper.

WANTED at once, competent Qualified Assistant (about 30); tall, good address, married; well up in Dispensing and Counter, for good middle-class business in West Midlands; must be keen, energetic and capable of taking charge; flat rent free. Please give full particulars in first letter of experience, age, height, salary, when free, and photo, to 240/43, Office of this Paper.

WANTED by Doctor, Qualified Lady Dispenser and Book-keeper, Sussex; outdoor. State age, salary, experience, and give references to 240/45, Office of this Paper.

WANTED in about one month, Qualified Male Assistant for City Branch, also Unqualified male Assistant for N.W. London; permanencies. Fullest particulars as to salary, age, experience, when free, etc., to 240/21, Office of this Paper.

WANTED.—Qualified Assistant, able to take charge; elderly man preferred if active and good Salesman; London district, S.E.; references must bear strictest investigation; moderate salary. Apply Chemist, 94 Tangier Road, Richmond. Phone: Prospect 5796.

WANTED, Unqualified Assistant; first-class Salesman, accurate Dispenser; well up in Photography; age 25-30; permanency and good remuneration to right man. Send usual particulars, references (if possible photographs), L. Evans, M.P.S., 18 Merrivale Road, Portsmouth.

YOUNG Lady Assistant for Toilet Department; knowledge of Drugs not necessary; Qualified man (young), with good Photographic experience, to take Managership later; Qualified Lady for small branch; easy hours. State age, height and salary required. Cunninghams, 50 Coombe Lane, S.W.20.

YOUNG LADY, Unqualified, for Chemist's office; permanency. Apply Lewis & Burrows, Ltd., 146 Holborn, E.C.1.

YOUNG Man, able to drive motor, as Van Salesman; fair Retail experience. State age, etc., "Drugs," 7 Tranquil Passage, Blackheath, S.E.3.

YOUNG Qualified Assistant and Unqualified Junior wanted for good-class Dispensing and Retail. Apply, with full particulars, to 240/18, Office of this Paper.

WHOLESALE

CHEMIST.—A firm of Manufacturers require the services of a Qualified Man, who is experienced in the manufacture of Flavouring Essences. State full particulars of experience, age and salary required; all communications treated as strictly confidential. Reply to 313/409, Office of this Paper.

JOHN RICHARDSON & CO., LTD., Evington Valley Road, Leicester, require the services of a thoroughly competent man to take charge of their Galenical Laboratory. Applicants should be well versed in the modern methods of Manufacture of Preparations usually associated with this department, and also fully capable of exercising control. Please state age, qualifications, experience and salary required.

REPRESENTATIVE required for Birmingham and Midlands by established Toilet Preparation Manufacturers of nationally-known articles; age about 30; only capable men, experienced in calling on Chemists, Hairdressers, Stores, need apply. Write, stating full particulars of previous experience, salary, &c., required, to 313/410, Office of this Paper.

REPRESENTATIVES required for London and the West of England to carry extra line on commission; must have good connexion with Chemists, Stores, &c. 314/416, Office of this Paper.

REPRESENTATIVES WANTED.—Well-known line over 20 years sales Commission basis; suit men with good connexion for North Scotland, Sussex, Hampshire and Dorset. 314/414, Office of this Paper.

REQUIRED.—Export Shorthand Typist, with good knowledge of French. Apply C. R. Harker, Stagg & Morgan, Ltd., Emmott Street, E.1.

SUGAR-COATER wanted for London house; experience in Silvering an advantage. Write, stating age, experience and salary required. 314/422, Office of this Paper.

UNQUALIFIED Man wanted, experienced in the Manufacture of Creams and Ethical Pharmaceutical preparations; West Riding district. State age, salary, and experience. 313/389, Office of this Paper.

WANTED by Important Firm of Manufacturing Chemists in London, W.4, man with experience in making Granular Effervescent Salts. Apply 313/412, Office of this Paper, giving particulars of experience and wages expected. References essential.

YOUNG Man (about 21), with some experience of Drug Processes and Costing required by Manufacturing Chemists in N.W. London. Reply, stating age, experience and salary, to 314/421, Office of this Paper.

COLONIAL, INDIAN AND FOREIGN

WEST AFRICA.—A permanent and progressive career is offered to Qualified Pharmaceutical Chemists, commencing salary £400 per annum, rising to £550 per annum, together with commission on profits; short tours, leave on full salary; free furnished quarters; first-class passages. The position is an attractive one to intelligent and capable young men under 30 years of age anxious to get on. 313/385, Office of this Paper.

SITUATIONS WANTED

RETAIL (HOME)

2s. for 18 words or less ; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

A.A.A.A.A.—MANAGER, over 20 years' experience all branches, desires permanency, London or Suburbs; keen business builder; worker; excellent references. Chemist, 30 Lorne Close, Hanover Gate, N.W.8.

A. HAWTHORNE, M.P.S., Barton-on-Humber, for Locum or Relief work; experienced; free. Apply 46 Westfield Road, Barton-on-Humber.

AN energetic, capable, Qualified Manager (29) desires Managership offering scope; London preferably; present position Manager 3½ years; varied all-round experience, London and Provincial; of good address, courteous manner; reasonable salary; free one month from engagement; interview desirable. "Pharmacist," c/o Molt, 45 Stroud Green Road, N.4.

AS a Qualified Chemist (50); ten years' West End experience; full or part time. 66 St. Anns Hill, S.W.18.

ASSISTANT, Qualified (23 years), desires position in good-class business, London or Home Counties; excellent references; good appearance and address; managerial experience. M.P.S., Green Lantern Café, Guildford Street, Chertsey.

ASSISTANT, Unqualified, referred Forensic, requires temporary post or Locum; 10 years' experience; excellent references. Phone Mountview 6857. Young, 44 Beresford Road, N.8.

ASSISTANT, Unqualified, thoroughly competent and experienced; exceptional references; good appearance and address; available immediately; S.W. area preferred. 'Phone: Battersea 5177. Andrew, 213 Waverley Avenue, Twickenham.

ASSISTANT, Unqualified (23), desires position of trust and responsibility; 7 years' retail experience; adaptable and initiative; would manage Drug Store or similar position, not necessarily retail; London or South area preferred. 239/28, Office of this Paper.

ASSISTANT, Unqualified (39); excellent Dispenser, Counterman and Window-dresser; abstainer; highest credentials; free. Short, 18 Wharfedale Gardens, Thornton Heath, Surrey.

BIRMINGHAM or near; Dispenser, Hall; varied experience; Dispensing, Book-keeping, Typewriting, Surgical, Counter, Toilets, Photography; suit Chemist or Doctor. 236/3, Office of this Paper.

CHEMIST and Optician (26), requires permanent progressive situation as Senior or Manager; reliable, energetic; well recommended; London, preferably South; disengaged in fortnight; interview arranged. 7A Streatham Place, S.W.2.

CHEMIST, experienced, recommended; excellent Prescriber; Locum or permanency; disengaged; London or provinces. Chemist, 36 Buckley Road, Brondesbury, London, N.W.6.

DISPENSER, Unqualified (male), disengaged, seeks post; willing, energetic and conscientious. D., 24 Phoebeth Road, Brockley, S.E.4.

ENTIRELY London experienced Chemist, Square trained, smart and thoroughly experienced in every branch of Pharmacy, highest references, requires position as Assistant or Manager. H. S., 81 Chapel Street, Islington, N.1. Terminus 6516.

EXPERIENCED Qualified Chemist, Assistant or Branch; disengaged; single, active and reliable. Chemist, 308 High Street, St. Mary Cray, Kent.

F.S.M.C. (25), 10 years' good Pharmacy experience all branches; would commence Optics if desired; conscientious. P.C.B. 261/3, Office of this Paper.

LADY, Hall qualification; fifteen years' varied experience; good references. 240/17, Office of this Paper.

LADY, middle-aged, requires post; Chemist, Doctor, Factory, Dispensing and Nursing experience (Hall); Housekeeper (where maid). 48 Grimshaw Lane, Ormskirk.

LADY, Qualified, Ph.C. (27), Manager or Assistant, high-class business; experienced in Dispensing, Counter, Photo and good-class Toilets. Chemist, 41 Corlton Road, Ealing.

LADY, Qualified, requires a four-day weekly post or Locum; good general all-round experience. Pharmacist, 208 Portsdown Road, W.9.

LADY requires part-time or post with Doctor or Dentist; excellent references. Gritton, Park 5730.

LATE Duty; Qualified; excellent West End experience and references. P.C.B. 260/34, Office of this Paper.

LEEDS—WEST RIDING.—Qualified (22), tall, desires permanency or Locum; wholesale or retail. Creak, 7 Wolley Avenue, New Farnley, Leeds.

LONDON.—Assistant, Unqualified (37), seeks permanency; usual Counter and Dispensing experience; also used to quick N.H.I. 240/40, Office of this Paper.

MANAGER, M.P.S., F.N.A.O., F.I.O., M.I.C.O., desires permanency with good prospects, fair salary; experienced all types of Pharmacy and Optics; West End experience; capable of controlling staff; excellent references; interview. Chemist, 182 Benhurst Avenue, Elm Park, Romford, Essex.

M.P.S. DESIRES post; experienced, good references; free November 1. Cliff, 10 Morningside Road, Worcester Park, Surrey.

M.P.S., disengaged, well experienced in private and store pharmacies, desires post as Manager or Locum; London or suburbs; keen and active; good references. Chemist, 42 Lordsmead Road, N.17.

M.P.S. (22), good all-round experience; Window-dressing, Dispensing, Counter-work, Photography, &c.; requires situation in London. 240/23, Office of this Paper.

M.P.S. (38) seeks responsible post; free immediately if required for Locum work until a permanency is obtained. Phone Harrow 1445. 239/12, Office of this Paper.

PART-TIME Dispenser (Unqualified) would like situation in London; two or more evenings per week. The Advertiser, 225 Capworth Street, London, E.10.

PART-TIME, Qualified; reliable; London district; moderate terms; disengaged. 240/5, Office of this Paper.

PHARMACIST, experienced and capable, seeks position as Manager; London area; disengaged; interview desired. Flood, 84 Crescent Lane, Clapham, S.W.4.

PHARMACIST (42), manager 18 years; last situation 13 years; disposed own business; permanency or Locum. 241/9, Office of this Paper.

PHARMACIST (23), recently Qualified, requires post, mainly Dispensing; Locum preferred; would consider permanency for winter months; anywhere; free now. Broadbent, c/o Dr. Walmsley, "Pentire," Carbis Bay, Cornwall.

PHARMACIST (28), Scot, requires position, London, Locum or permanency; City experience; free October 30. "Chemist," 233 Firs Lane, Winchmore Hill, London, N.21.

PH.C. (25, 6 ft.) seeks post as Manager; 10 years' experience Retail and Hospital; quick Dispenser, Counterman; used to Photographic, Prescribing, Window-dressing, N.H.I., etc. 239/16, Office of this Paper.

QUALIFIED, high-class Counter experience (22), desires permanency or Locum; open to immediate engagement. J. Adams, 18 Andover Street, Barrow-in-Furness.

QUALIFIED Manager (30), single, desires progressive post; Sales ability, Display ideas, Photographic knowledge; free one month. 239/4, Office of this Paper.

QUALIFIED (22), good all-round experience, desires permanency; disengaged. Chemist, 85 Wickham Lane, Abbey Wood, S.E.2.

QUALIFIED (22) requires position with prospects, London or South preferred; free soon. Weaver, 77 Holland Road, W.14.

QUALIFIED (40) requires progressive Managerial post; thoroughly experienced; sound Buyer and Prescriber; active; trustworthy; excellent references; free 1 month. "Pharmacist," 4 Woodcote Road, Timperley, Cheshire.

QUALIFIED (30), varied experience in London and provinces, including 3 years' managing; requires post as Manager or Senior; Southern Counties preferred; free November 9. 241/12, Office of this Paper.

RECENTLY Qualified (23), desires permanency in London or suburbs, with opportunities for gaining experience; reliable, conscientious, keen. 240/14, Office of this Paper.

UNQUALIFIED Assistant, capable Dispenser, Counter hand, Window-dresser, desires permanent position; Continental experience in first-class French and Italian Pharmacies; sound knowledge French language; smart appearance, excellent references; energetic worker. "Robin," Northcote, Goodwin's Road, King's Lynn.

UNQUALIFIED Assistant, Matriculation; Hall certificate; good all-round shop experience; at present working in busy London shop; desires post, Leeds or district; reasonable salary to be nearer home. 238/1, Office of this Paper.

UNQUALIFIED Lady desires change; high-class experience Dispensing and Counter; highest references; N. or N.W. London. 238/8, Office of this Paper.

UNQUALIFIED Lady Dispenser seeks position as Locum in Southern Counties; 2 years' experience; free now. Write 241/4, Office of this Paper.

UNQUALIFIED, Male (25), requires post; experienced all Branches; references; free now. Taylor, 125 Adaire Walk, Streatham, S.W.16.

UNQUALIFIED, trustworthy; experienced Dispensing, Counter, Window-dressing; Photography; London or near suburbs; free short notice. BM/JPOG, London, W.C.1.

UNQUALIFIED (38) seeks permanent post; quick Salesman, good worker, desires change. "Contex," 37 Central Way, Carshalton Beeches, Surrey.

YOUNG Lady desires situation; Hall Qualification; several years' experience; at present engaged; free at short notice. Chemist, Surgery or Institution. R. W., 84 Cazenove Road, N.16.

WHOLESALE

A SALES and General Manager of wide and consistently successful experience is available for an appointment at home or Colonies. 239/15, Office of this Paper.

A WELL-KNOWN Representative, South England, Wales, is open to carry good side-line on part expenses and commission; solid connexion with Chemists, Hairdressers, Stores; Pioneer or established lines. 240/2, Office of this Paper.

COSMETICS.—Advertiser with extensive manufacturing experience seeks position; own formulary; used to modern methods and factory control. 240/10, Office of this Paper.

EXPERIENCED energetic Sales Representative anxious for work; good address; excellent references; would fill temporary position. "Roamin," or phone Pollards 3790. P.C.B. 260/31, Office of this Paper.

LADY, Unqualified, 16 years' Retail experience, desires position with Drug or Toilet firm as Representative (London). 238/80, Office of this Paper.

LANCASHIRE.—Well-known Representative, strong connexion (Wholesale and Retail), desires Agency, Chemists', etc., supplies; excellent credentials; guarantee; successful Salesman; remuneration: nominal salary and commission. "Chemico," 26 Windermere Road, Kendal.

MAN (28), Unqualified; seeks change with prospects; 13 years' sound Retail and Wholesale experience; general Office routine, Drug pricing, &c.; fair living wage required. 240/35, Office of this Paper.

MIDLAND AND EASTERN COUNTIES.—Traveller having exceptionally good connexion and unimpeachable credentials seeks change; thorough knowledge all branches. 241/80, Office of this Paper.

REPRESENTATIVE having wide and varied experience Toilets, Soaps, Perfumery, Packed Goods, seeks opportunity Sales management, or change Personal connexion Chemists, Stores, &c.; many districts; offers. 240/32, Office of this Paper.

SCOTLAND.—Energetic Representative, thoroughly conversant with every phase of medical detail work; extensive connexions with medical and allied professions and trade generally; over 14 years' experience. 239/17, Office of this Paper.

TRAVELLER, representing high-class perfumery house, seeks additional line; all England (except London); fifteen years' connexion includes largest buyers; highest references. 241/8, Office of this Paper.

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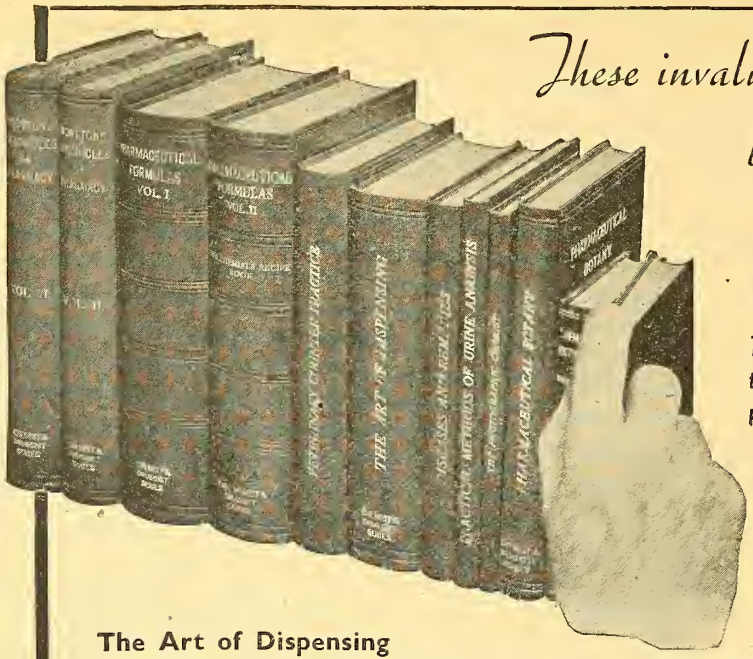

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